

Big Idea
CONNECTpreneur
Investor Network

**VIRTUAL ROCKET PITCH
+ POWER NETWORKING**

**October 25 and 26,
2023**

CONNECTpreneur.org



AGENDA DAY 1

October 25, 2023

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**

PRESENTING COMPANIES

Atapir - Arthur Wallace, MD, PHD

CellKey USA - Je Min Yoo

PerVista - Vennard Wright

Smart Sound - Jungho Lee

Tenzr Health - Lukas-Karim Merhi

Youth Bio Global - Justin Yoo

11:45-12:15pm | BREAKOUT ROOMS & NETWORKING

(Breakout rooms hosted by presenting companies)

AGENDA DAY 2

October 26, 2023

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:**

- MARK HAAS, CEO, AEG

PRESENTING COMPANIES

Aloe Therapeutics - Martha Sklavos PhD

ClearCom Technology - Nigel Gardner

Fiskher AS - Trond Are Gjone

NexGen Forensic Sciences, Inc. - Andrew Feldman, PhD.

11:45-12:15pm | BREAKOUT ROOMS & NETWORKING

(Breakout rooms hosted by presenting companies)

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.

DAY 1



Atapir | AVD-M

No wires, tubes, cuffs, or electrodes needed.

The Problem: Forty percent of unanticipated deaths in a hospital occur in the general ward, where most patients aren't continuously monitored. **Sixty percent of these deaths are estimated to be preventable. This translates into 175,200 lives lost per year, 480 lives per day.**

Nurses are overworked, and vitals are usually only monitored every four hours. Subtle signs of deterioration are present 6 to 8 hours before a critical event. 70% of cardiac patients show signs of deterioration 24 to 48 hours before a cardiac arrest. 80% of patients who have cardiac arrest do not survive to discharge. Over worked staff, sicker patients, and complex workflows often lead to missed deteriorations.

A New Class of Monitors: Atapir AI is developing the AVD-M system, a platform for continuous non-contact, remote patient monitoring solutions. It is able to detect critical vital signs *without* wires, tubes, sensors, or patient cooperation. The system tracks patients' vital signs using machine vision and artificial intelligence. AVD-M can detect apnea, bradycardia, tachycardia, desaturation, out of bed events, and other critical events remotely. Additionally, patients receiving narcotic sedation, PCA analgesia, and post-operative patients can all be continuously monitored remotely. **Our aim is to prevent the "found dead in bed" phenomenon.**

About Us: Atapir, Inc. is a privately held Corporation located in close proximity to San Francisco, CA. The Company was founded by Dr. Arthur (Art) Wallace, M.D. PhD, professor and vice-chair of anesthesiology and perioperative care at the University of California, San Francisco and Chief of the Anesthesia Service at the Veterans Affairs Medical Center in San Francisco. Atapir is comprised of an experienced team of scientists and engineers, clinicians, and seasoned business professionals with a track record of bringing new medical devices to market.

CONTACT

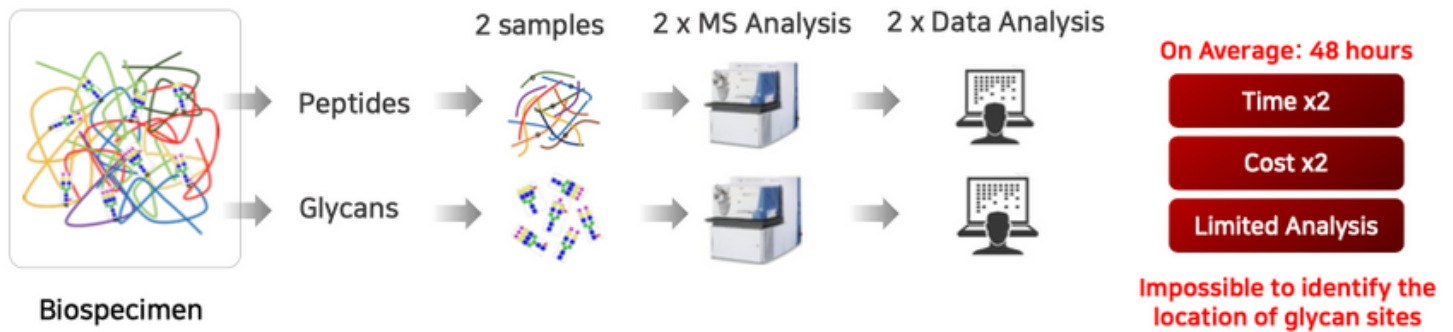
Art Wallace, M.D. Ph.D, CEO

Art.Wallace@atapir.com

www.atapir.com

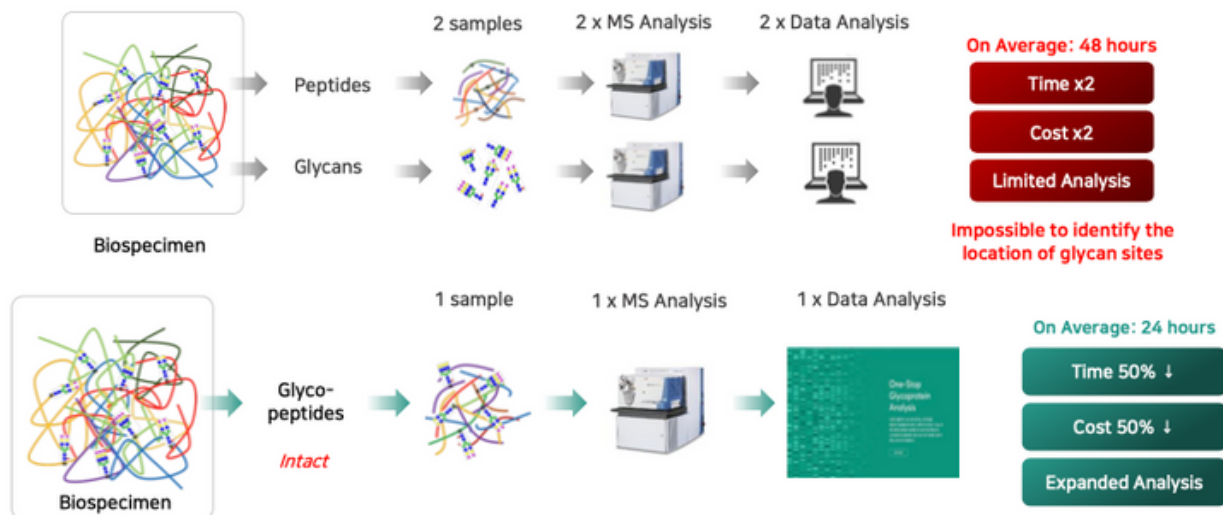
Mobile 415-215-7979

STUDYING PROTEOMICS & GLYCOPROTEOMICS USING MASS SPECTROMETRY



Confidential

CELLKEY'S SOLUTION: ONE-STOP GLYCOPROTEIN ANALYSIS



DIFFERENTIATED BENEFITS PROVIDED BY CELLKEY

- One-stop glycoprotein analysis providing site-specific analysis to pinpoint glycan sites with detailed characterization
- Simultaneous analysis of N-glycopeptides & O-glycopeptides within a single sample (one of its kind)
- SpAC9 Data Foundry for storing important information future analysis

*SpAC9 pipeline achieved the highest accuracy at the human glycoproteomics initiative (HG0) | Reference: Rebeca Kawahara et al. (2021) Nat Methods 18, 1304-1316

*Patents for the proprietary algorithm were filed in Korea and pending prosecution in the United States

Confidential



6710 Oxon Hill Road
Suite 325
Oxon Hill, MD 20745

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.*

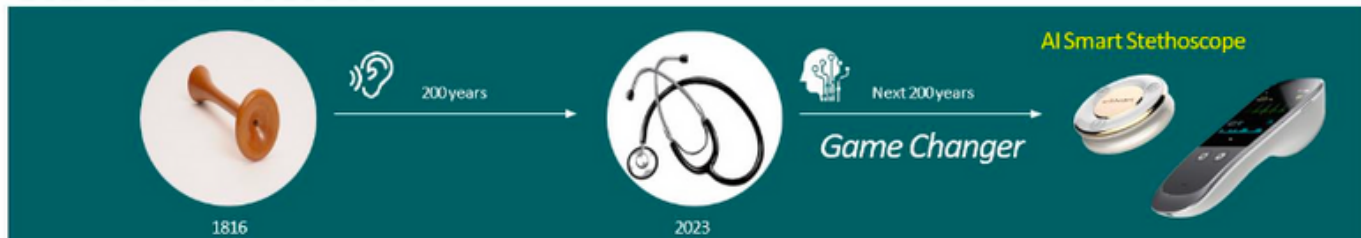
Leadership Team: *Wave Welcome is led by Vennard Wright who served as Chief Information Officer for four billion dollar organizations and Derek Matthews who served as a senior level public safety official for local, state, and federal agencies.*

THREE YEAR FINANCIAL PROJECTIONS

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

SMARTSOUND

PURPOSE & VISION



Smartsound has been dedicated to building technology and clinical data to check health conditions based on **human & pet sound signals**. Announced 4 new products of AI-based smart stethoscopes at CES2023 and plans to enter the global market in earnest from the 4th quarter of this year.

USD 6.2M (KRW 81.2B)

Investments (Pre-A)

Technical staff: 25 developers

8 master's level, 6 from Samsung Electronics

Total : 30 members

Major intellectual property

2 White Paper for Auscultation / AI

18 domestic patents,

5 patent application in USA/EU/Japan

CORE TECHNOLOGY

Noise Removal - 2 Microphone Active noise cancellation - Friction / White noise cancellation	Sound Optimization - Optimized by device and OS - Optimal Digitalization (BPM, Regularity)
AI-Analysis - Disease classification AI (Spectrogram) - X-AI module (↑ of credibility) - Edge Computing Technology	AI Data Verification - 5-step clinical verification process - National Medical Data Dam Project

ACQUISITION VOLUME (AI DATA)

01 Lung sound data : 80,000 breath data (9,000 cases from 2,000 patients)	02 Heart sound data : 90,000 heart data (14,000 cases from 2,000 patients)	03 Heart sound(MMVD) data : 80,000 heart data for WITHaPET (5,000 cases from 2,000 pets)

PRODUCTS & SERVICES

Skeeper AI-based smart stethoscope
WITHaPET AI stethoscope for pets
SkeeperCare AI analysis subscription service



R1 edge AI stethoscope



SM300
(Human)



H1
(Home)



P1
(Patch Type)

CLIENTS & REFERENCES



Government (Telemedicine)

Anyang City

AIoT smart care service

Ministry of Oceans and Fisheries

Marine telemedicine system linkage

Ministry of Foreign Affairs

157 diplomats in the world with Samsung Medical Center



Hospital (Major 25 in Korea)

Non-Face-To-Face / EMR Integration

Seoul National University Hospital

Korea University Hospital

Yonsei University Hospital

Samsung Medical Foundation



Distribution (+22)

"L (Korea)" "N (Japan)" Global
Business partnership agreement ('22/9)

"A" Indonesia

Skeeper SM-300 ODM export (USD230K, '23/6)

Telemedicine / USA, Asia, UAE etc.

AI-Driven Physical Medicine

Personalized Gamified Injury Recovery

Tenzr Health is a seed-stage Mayo Clinic-backed AI digital health company improving outcomes in Physical Medicine by gamifying rehabilitation.

- Tenzr empowers healthcare providers to extend care outside the clinic to **improve outcomes**, manage busy caseloads, and **generate additional reimbursement revenue**.
- Tenzr's **patented medical sensors** engage patients by measuring recovery status, turning exercises into games, and dynamically creating and communicating the **shortest AI-driven recovery pathway** for each patient.
- **Tenzr's management team** are experts in quantified health, gaming, wearable technologies, go-to-market in physical medicine, and scaling & exiting Healthtech startups.
- Tenzr's future vision includes **patented technology to track any limb 24x7 for both recovery and injury prevention**.

Market Opportunity

- 1-in-2 Americans suffer from musculoskeletal impairment.
- Outpatient rehabilitation market in the U.S. is a \$50B industry, projected to grow 6% annually.
- World-wide market: \$117B (21), CAGR 4%.

Technology, Software & Monitoring

- Tenzr enables restoration of healthy movements using **patented** movement tracking tech which can be accessed and monitored any time any place, paired with **gamification** to engage patients, resulting in **improved clinical outcomes**.
- Tenzr tracks recovery stats to inform clinical care and leverages collected data and **AI analysis** to create optimal recovery pathway.
- Key capabilities: **real-time measurement** of clinical parameters: (mobility, strength), gamified exercises, multi-level recovery path.

Competitive Advantage

- **Moat:** (1) seamless integration into clinical workflows, (2) automated tracking and documentation generation for Remote Therapeutic Monitoring reimbursement, (3) Gamification of the patient experience, (4) **FDA-listed patented medical grade sensing stack**.
- **Proven Clinical Value:** Tenzr patients are 3x more compliant with rehabilitation vs industry standard
- **Proven ROI for Clinics:** up to 20% additional revenue per patient

Traction

- **Fully Operational:** seamlessly integrated into workflow at 12+ rehabilitation clinics.
- **Initial Revenue:** signed commercial contracts with multiple clinics, generating revenue.
- **Growth Potential:** active pilots transitioning to paid contracts at large hospital systems, including **Mayo Clinic, UCSF, Cedars-Sinai**

Business Model

- B2B SaaS with 86% gross margin

Management Team

- **Lukas-Karim Merhi, MSc.** - CEO & Cofounder: 2 Healthcare and Wellness Startups, Canada's team leader to Cyathlon
- **Gautam Sadarangani, MSc.** - COO & Cofounder – Medical Devices, R&D & IP Leader, (Lungpacer Medical, Health Canada)
- **Gabriel Griego, CCO**, 25 years Go-To-Market expert in Physical Medicine (Powerbar, AlterG, GameReady)
- **Torsten Kanisch**, Board member, 25 years Life Science executive (AstraZeneca, BMS)
- **Advisory board:** Executives/Cofounders of Carbon Health, Blue Cross Blue Shield McKinsey, UCSF, Stanford.

Investment Opportunity

- Raise: \$750K Seed+
- Use of funds: Health System/Clinic client base expansion.

Investment History

\$3.6M raised to date from Angel investors and strategics (including company's patent attorney Wilson Sonsini (WSGR) due to strong IP)



YOUTH BIO GLOBAL

YOUTH BIO GLOBAL

EXECUTIVE SUMMARY

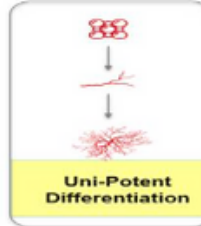
MISSION: Provide Universal Healthcare Service to improve Patient Access

PROBLEM/OPPORTUNITY

Diabetic Foot Ulcer : Patient loses their limbs(Amputation rate : 50% /Up to 25% Mortality Rate) → **No Option Treatment at the market!!!**

SOLUTION

Endothelial Progenitor Cells represent **Angiogenesis & Vasculogenesis** but NOT Commercialized yet due to the limited amount of cells
→ **YBG has own bio materials and cells culture method to scale up!**
EPCs derived from human umbilical cord bloods.



CONTACT INFORMATION

[YOO SEUNG HO (Justin)]

82-2-459-8484

admin@youthbioglobal.com

3F A-06, Osong-eup, Heungdeok-gu, Cheongju-si, Chungcheongbuk-do

CIC Cambridge in MA (US Office)

INDUSTRY

[BIOMEDICAL]

Regenerative Medicine/Stem Cell
Wound healing

DEVELOPMENT STAGE

[Series-A : \$2M in 2023, Series-B: \$10M in 2024, Series-C: \$20M in 2025/ IPO in 2026]

YEAR FOUNDED

[Aug, 2017]

NUMBER OF EMPLOYEES

[18]

Investment

[USD 2 Million]

Government Grants

[Granted \$ 3 Million in 2022]

USD 10K granted by DOC, MARYLAND in '23

USE OF FUND

60% Product Development

15% Marketing/Sales

20% Operation/Inventory

2% Existing Debt

3% Legal/Other ...

CURRENT MONTHLY REVENUE

[\$0] Monthly Expenses? \$50,000

EXISTING INVESTORS

[CEO, 75.46%, Hanyang Digtch, 3.58%, Kim Duk-sang 2.68%, CCEI 1.21%, etc]

MANAGEMENT TEAM

• CEO

• CTO(MD/Plastic Surgeon)

• R&D Head

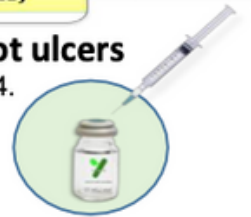
ADVISORS

• **SNU Hospital** :Lee Dong-yeon & Park Joong-shin(MD/Prof)

• Kim Chan-hwa(Ex.Prof at Korea Univ. / MIT)

BM 1 Stem Cell therapeutics for diabetic foot ulcers

- ✓ Pre-clinical studies proven to apply for IND to FDA in '24.
- ✓ Ph1 Clinical Study : Start in 2024
- ✓ Ph2 study in 2025 / FDA approval within 2025.
- ✓ Unit price : USD5,000/ Vial (Drug)
- ✓ Annual Sales : USD100,000K until 2030.



BM 2 Advanced Wound Healing Device

- ✓ Treatment for scars & injured skins using new bio-materials(Natural Ingredients_Certified & Patented)
- ✓ 3 Types(Gel, Cream & Spray)
- ✓ Registered at US FDA in August.'23.
- ✓ ISO13485 certified.
- ✓ KFDA and CE Marking ongoing.
- ✓ Unit Price : USD20/ unit
- ✓ Annual Sales : USD 20,000K until 2030.



COMPETITION / COMPETITIVE ADVANTAGE

X-EPC: The most advanced cell therapy with **uni-potent, Safe, highly Effective and prominently showing both Stem Cell & Endothelial Cell markers(the ONLY).**

TRACTION

- ▶ **New Excellent Technology(NET) by MOHW certified**
- ▶ **One of National Representative Innovative company 1000 by Korean Gov't.**
- ▶ **Designated as an innovative Procurement product by Korean Gov't.**
- ▶ **Patented in Korea and individual patent in USA, and China have submitted.**

Justin(Seung Ho) Yoo

Ph.D, Medicine
Adjunct Professor,
Dongguk University



- Founder/CEO
- Medical Doctorate/MPH
- ABBOTT MEDICAL 15 years of service

Bae Sang Mo

MD/Ph.D.



- Director of BAE Plastic Surgery Hospital/Johns Hopkins Hospital/ Massachusetts General Hospital
- Brigham Women's Hospital (Harvard Affiliated Hospital)

Chang Chi-young
Head of Research Center



- Doctor of Science, Ewha Women's University
- 前 Postdoctoral Fellow, National Cancer Center
- 前 Senior Researcher, Hanyang Digtch Co., Ltd.

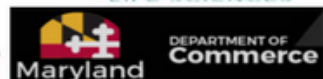
Advisors/Clinicians



Prof. MD Park Jung Shin
Gynecology



Prof. MD Lee Dong Yeon
Orthopaedics



DAY 2

ALOE THERAPEUTICS EXECUTIVE SUMMARY

Harnessing the power of transplant rejection to develop localized cancer immunotherapy for hard-to-treat solid tumors

Company: SEED stage cancer therapy start-up

Therapy: Allo-immunotherapy (AIM)- new class of immunotherapy delivered at the tumor site, designed to inflame the tumor, reboot the immune system & increase tumor immunity to deliver cures

Market: hard to treat solid tumors (advanced/resistant disease – e.g. pancreatic, ovarian)

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
- Increased safety & tolerability profile
- Addresses hard-to-treat and recurrent solid tumors, unresectable tumors including 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: Capital efficient 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

Value Proposition: *We provide unique solutions for patients with hearing loss and limited English proficiency. Our solutions enhance patient experience and streamline staff workflow during hospital visits by improving the quality of communication between patients and healthcare providers.*

Company Background: *ClearCom is a leading provider of communications solutions for the hearing impaired and is extending its expertise to benefit patients and staff of healthcare providers with its patent pending solution focused on improving the experience of patients with hearing loss and limited English proficiency.*

Leadership Team:

Nigel Gardner, Co-founder & CEO. 30+ years of c-suite experience in technology companies with a healthcare focus.

Ed Hynes, Co-founder & Executive Director. 25+ years of c-suite experience technology sales and product development.

Bernie Hogan, CTO. 25+ years of healthcare technology product development with focus on EHR implementations.

Chris Gardner, VP Finance. 12 years of investment banking and venture capital experience.

Linda Frank. 25+ years of healthcare IT and administration experience.

Dan Morreale, Advisory Board Member. Past CIO of large NJ healthcare system

Products/Services: *Hospitals have a considerable challenge providing the services needed by patients with hearing loss or limited English proficiency during a patient encounter. These might include the need to accommodate hearing loss, provide interpreter services all while taking notes updating the patient chart. Often multiple devices are needed to achieve this. We incorporate all of them on an iPad or similar tablet and provide transmission of this clinical information to the EMR.*

Technologies/Special Know-How: *We have a patent pending software powered medical device which delivers a complete suite of services needed during a patient encounter. These services are powered by AI and include closed-captioning, transcription, recording and translation and can be installed on healthcare providers' existing devices.*

Market: *The TAM for Large Hospital systems is \$5.6B. We will focus on forward thinking large hospital systems several of whom have been helping refine our MVP offering.*

Distribution Channels: *This is a direct sale B2B. We will also seek to partner with technology companies that are providing complementary. Such as safeguarding the release of PHI, workflow enhancement tools or analyzing clinical data.*

Competition: *Nuance, Rev, Stratus, Thisten and Verbit specialize in singular aspects of our platform's capabilities. We are the only company that offers a fully-integrated system with the tools and services we provide.*

Quick Facts

Company Name:
ClearCom Technology, Inc.

Contact:
Nigel Gardner

Address:
Skillman, NJ

Phone: (609) 659-3900
Email: nigel@clearcom.ai
Website: clearcom.ai

Industry:
Medical Device & Software

Domain:
Healthcare

Bank:
Bank of America

Law Firm:
Morgan Lewis

Patent Estate:
Calderone Bullock

Number of Employees: 7

Leadership Team:
Nigel Gardner
Ed Hynes
Bernie Hogan
Chris Gardner
Linda Frank

Amount of Financing Sought:
\$1.0 million

Current Investors: Founders and friends & family

Use of Funds: Key Hires
Product Development
Sales & Marketing

Financial Projections (Unaudited):

	2022	2023	2024	2025	2025
Revenue	\$723	\$1,071	\$4,929	\$9,930	\$15,409
EBIT (dollars in thousands)	\$104	\$99	\$683	\$1,602	\$3,269



Fiskher AS

Value Proposition

Fishbuddy tells you what to catch where and how with the knowledge of the best fishermen and tech. That is how we revolutionize recreational fishing. And that way we are saving the fish along the coastline of the world. Knowledge of the species, mathematics, big data, AR and AI, all important ingredients for a sustainable approach to recreational fishing.

Company Background:

Started in 2020:

ARR 2022 (B2C only): \$320.000. 600 000 active users, mostly by a great reputation / word of mouth. 70 000 purchases. B2C: CAC: \$6,5, LTV: \$36.

Retention: 50%. Freemium model

2023: White label (Contract with the Coast Guard)

Patent pending AR/AI tool for big data/SDG14

Leadership Team:

Trond Are Gjone (Founder/CEO)

Experienced entrepreneur and sport manager, built companies and been head of several Olympians and team sports

- Trond Svandal (CTO)

Recognized as one of the best mathematicians and brilliant minds in the country

- Tommy Egra (head of fishing)

Considered one of Scandinavias best fishermen

- Asgeir Alvestad (co-founder)

Recognized as Norway's most famous and merited anglers

Products/Services:

Proof: 4,6 of 5 stars on Appstore / Google Play. 600.000 active users, hardly with ay marketing. Coast Guard contacted us: "We need your tech". etc.

Technologies/Special Know-How: Patent Pending on our AR/AI tech We are market leaders when it comes to tech. Our use of satellite data, bathymetry, machine learning and AI/AR makes us/our service unique.

Market: 2 most important (with ARR and contracts)

-500M recreational fishers in the world. We are the ONLY service for all of them!

- Coast Guards all over the world

We do something that no-one else does in recreational fishing, and due to our tech we are the only service providing valid data of the coastline of the world

Distribution Channels:

White Label/Coast Guard: Direct Salesforce

App: Appstore/Google Play

Competition:

Fishbrain is the by far largest app. 10 years in the market, should have been bigger by now! The absolute best in social media, but lack tech, satellite data, mapping advantages, and do crowdsourcing on where to catch what, based on where people catch fish (where it's easy to part, easy accessible etc). We do knowledge

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue	300	552	1 274	3 398	8 496
EBIT (dollars in thousands)	50	230	870	2 906	7 911

Quick Facts

Company Name:

Fiskher AS

Contact:

Trond Are Gjone

Address:

Strandgata 13, 4790 Lillesand, Norway

Phone: +47 95079500

Email: gjone@fiskher.no

Website:

https://fishbuddy.app/

Industry:

App, White Label

Domain: Fishbuddy App

Bank:

Lillesand Sparebank (NOR)

Law Firm:

Adv. Firmaet Haakstad (NOR)

Patent Estate:

Onsagers Patent office

Number of Employees:

6

Leadership Team:

CEO/Founder, Trond Are Gjone

CTO; Trond Svandal

Head of fishing: Tommy Egra

Amount of Financing Sought:

\$2M

Current Investors

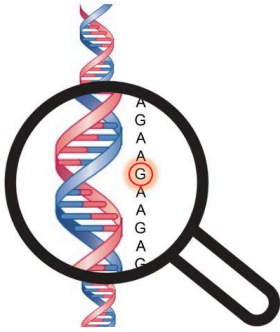
Private and Angels

Use of Funds:

Marketing, data platform

Auditor:

Lillesand Regnskap (Norway)



Value Proposition

Quantum PCR™ is NexGen's novel DNA sequencing technology that can **eliminate errors** that occur when amplifying complex genetic markers for analysis. It was originally developed for human identification from collected evidence by US intelligence and military customers.

We are pursuing applications of this forensic technology in 3 vertical markets in precision medicine: **clinical diagnostics**, **pharmaceutical contract research**, and **traumatic brain injury** (clinical management and legal liability). Our technology's error correction method will allow NexGen to deliver **more accurate** and **lower cost** products than our competitors.

We are well positioned to take advantage of the underserved, nascent, **\$8B** traumatic brain injury biomarker market opportunity in the very near term (months).

Company Background: NexGen is a spin-out of Johns Hopkins and Harvard University formed to commercialize ultra-high-accuracy DNA sequence analysis capabilities developed by the company founders under DARPA and other DoD funding.

Executive Team: NexGen's executive team has over 150 years of combined experience of innovation in biological sciences, diagnostic testing, engineering, and commercialization. We have an extensive network of collaborators and advisors.

Dr. Andrew Feldman (CEO, former Johns Hopkins) is a proven innovator in clinical diagnostics development, with work cited by the Nobel Prize committee, and has a strong track record developing novel products for government and industry.

Dr. David Weitz (Senior Advisor, Professor, Harvard) is an internationally renowned pioneer in the droplet microfluidics field—the critical technology enabling Quantum PCR™; Founder of **23 startups**; **3 Exits** (recent includes GnuBio, \$120M).

Mr. Peter McKenny (CFO, Principal NorthStar Management) specializes supporting the early-stage growth biotechnology companies and is a former CFO of a genomics testing company; **1 Exit**.

Mr. Jeffrey Lin (VP of Product Development) is a bioinformatics specialist and system integrator; 37+ years of experience.

Products: NexGen will offer products in multiple markets. Near-term, these will include: 1) a combined protein/DNA biomarker panel for the clinical management of Traumatic Brain Injury (TBI), with **our partnering CLIA-accredited laboratory Healix Pathology, LLC**; 2) Minimal Residual Disease (MRD) detection in bone marrow transplant patients; and (3) monitoring transplant-failure in kidney and lung transplant patients. Longer term, we will apply Quantum PCR™ to affordably screen individuals at high-risk of cancer due to inherited cancer syndromes.

Technologies/Special Know-How: Our technology, Quantum PCR™ uses microfluidic technology to achieve the highest signal-to-noise ratio in the industry to detect complex mutation patterns, substantially lowering DNA sequencing costs and achieving price points attractive to 3rd party payors (medical insurers).

Markets: The Total Addressable Markets (TAMs) for our initial products in our 3 verticals are: TBI (**\$8B**); MRD (**\$225M**); pre-symptomatic cancer screening (**\$1B**)

Distribution Channels: Our products will be offered to physicians and patients initially through clinical diagnostic laboratory channel partners. Partnering with NexGen will afford existing laboratories competitive advantages in the specific market segments they service. We will seek FDA approvals as needed to distribute products to multiple laboratories prior to our planned investor exit via acquisition.

Competition: TBI – none; MRD – CareDx, Thermo Fisher; **Pre-symptomatic Cancer Screening** - Guardant Health, Grail, PGDx, Foundation Medicine. Our competitive advantage in this latter market is our lower costs to accurately sequence the genetic markers for inherited cancer syndromes, and thus our ability to meet population screening price points for reimbursement by medical insurers.

Financials: Projected Revenues **\$100K** (2023); **\$2.1M** (2024); **\$7.5M** (2025); **\$18M** (2026); **\$27.5M** (2027); Projected exit in 2027.

Quick Facts

Address

Maryland Innovation Center
6751 Columbia Gateway Dr., Suite
348, Columbia, MD, 21046

Contact Info

Andrew Feldman, CEO
Phone: 443-545-4777
Email: feldmab2@gmail.com

Industry

Genetic Testing; Diagnostics

Patents

2 patents and 1 trademark

Amount of Financing Sought

Seed B: \$300 K

Investment (~\$1.2M)

Founders and other individuals (18),
State of Maryland, Universities (2)

Non-dilutive: Grants, Federal contracts

Use of Funds

Clinical verification of 2 products in
development

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.



ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS

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



AEG @enterprisegrowth

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



MARK HAAS, CEO, AEG @MarkHaas

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



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



FORUM

KEIRETSU FORUM @KeiretsuAngels

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

FITCI - FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC @FITCInc

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



October 25 and 26 Attendees

As of 10 26 23

SPEAKERS

First Name	Last Name	Title	Company
Tien	Wong	Founder & CEO	CONNECTpreneur and Opus8, Inc.

PRESENTERS 10/25/23

First Name	Last Name	Title	Company
Arthur	Wallace, MD, PHD	Founder and CEO	Atapir
Je Min	Yoo	Head of US Research & Business Development	CellKey USA Inc.
Vennard	Wright	President and CEO	PerVista
Jungho	Lee	CEO	Smartsound Corporation
Lukas-Karim	Merhi	CEO - Cofounder	Tenzr Health
Justin	Yoo	CEO	Youth Bio Global

PRESENTERS 10/26/23

First Name	Last Name	Title	Company
Martha	Sklavos PhD	Founder and CEO	Aloe Therapeutics
Chris	Gardner	VP Finance	ClearCom Technology
Trond	Are Gjone	Founder	Fiskher AS
Andrew	Feldman, PhD.	CEO	NexGen Forensic Sciences, Inc.

ATTENDEES

First Name	Last Name	Title	Company
Doug	Ackley	Operating Partner	Oldham Global
Moses K.	Agbene	CEO	Mosag's Group
Zaheer	Ahmad	Founder CTO	Robonair Pty Ltd
Tracy	Akinade	Associate Director	JHU Carey
WD	Allen	Adjunct Prof.	University of Missouri
George	Altirs	Investor	Rho Capital Partners
Bill	Anderson	President	Generations Advisors
Jannette	Anderson	Owner	Positive Results
Suresh	Annappindi	CEO	XOOM FOODS
Paul	Armijo	President & CEO	Armijo Innovations LLC
Eric	Ascione	Investor Relations Luxury Event Production	Black Ocean Capital
Michael	Atkins	Chairman	Amaxven, Inc.
AJ	Attavar	Investor	NPS, Inc
Curt	Aubley	MD & GM	Deloitte
Brian	Baker	Engineer	Embry-Riddle
Albert	Baldwin	Founder/CEO	Alfa Omega Grafx
Joyson	Balisamore	Company Owner	Jay's Watermelonade, LLC
Gil	Bar-Lev	CEO	HomeRoots
Tom	Bascom	President	LinkSpace, LLC
Tsogzolmaa	Bayansan		Bay Atlantic University
Beverly	Beavers	CEO	ProclivIT LLC
Frank	Beckmann	CEO	GVI Investment Advisory
Abdessabour	Benzegane	CEO and Founder	SIHHATECH
Gus	Bessalel	Author	The Startup Lottery
Eric	Betts	Director	Constant Solutions, Inc.
Richard	Blake	Principal	Duncaster Investments
Ray	Blanchard	Director, Corporate Business Development	QIAGEN
Larry	Boodin	Business Development Director	Thompson Financial Group
Angelena	Bougiamas		Georgetown University
Philippe	Bregeon	Co founder	The pitch place
Doug	Brown	Principal	DB Holdings LLC
Tridonna	Bullock	Owner	Grow u

Patrick	Burke	Sr. Dir. Business Development	Amarex Clinical Research
Baiju	C	Founder	Tursya
Anthony	Cammarata	Outsourced CFO	Startupcannon
Christian	Carello	CEO + Investor	EnvisionIT Consulting, LLC
Joe	Carlin	Principal	Jonxeone Capital
Sue	Carr	President	CarrTech Corp
John	Carrieri	CEO	Energy Cloud Inc.
Hepzel	Castro	Independent Consultant	HCH Consulting
Julia	Catuara	President	Catuara and Bell, Inc.
Karen	Charchan	Founder	ArenaM
Steve	Chatman	Sales VP/RMP	JGalt
Milind	Chaturvedi		East Tennessee State University
Diana	Chavez	Marketing Director	TechAID Solutions
Alvin	Chee	Chief Executive Officer	Rozitek Asia Pte Ltd
Hao	Chen	Founder - CSO	DRI Biosciences Corporation
Xingyue	Chen	Partner	Key2China
Moon	Cho	Founder	69moons
Alberta	Chu	Founder	Facetopo
Uchechi	Chuta	CEO	NetPoints limited
Courtney	Coffey	Funding Director	ISM
Tim	Coffin	CEO	Celtiq, LLC
Victoria	Collins	Founder	Buzzy Rocket
Edward	Cologna	CEO	Cologna Productions
James	Cook	General Manager	Cook's Outsourcing Network LLC
Jonathan	Corrales	CEO, Founder	Infolab Studio
Niem	Dang	Lead Solution Architect	Sinclair Broadcast Group
Vincent	Darago	CEO	Trusted Boat
Carlos	de la Huerga	CEO	Oparus
Tim	Decamp	President	EagleOak
Hector	Del Castillo	Chief Product officer	Byond
Mamta	Dhanuka	Director	KiwiTech
Cosmo	Di Tucci	Founder & CEO	AbleOne Systems srl
Pablo	Diaz	CEO / Founder	Blossend
Lorena	Diaz	Founder	Avanti Verso Marketing
Belinda	DiGiambattista	Leadership Coach	Choose Your Metric
Malaika	Dirieh	Founder	Gintention LLC
Runda	Dong	Creative Consultant	Space Hotel
Lisa	Dorsey	Director	Terra Nova Capital
Michael	Doyle	Managing Director	Goldin Ventures
Danijella	Dragas	CEO	The Lending Cooperation LLC
Dejana	Dua	Partner	Anexa Capital
Medhat	ElMasry	CEO	350eHealth
Herb	Ezrin	CEO & President	Potomac Business Group
Christian	Fasse	Senior Investment Manager	PHOENIX CONTACT Innovation Ventures
Andrew	Feldman	CEO	NexGen Forensic Sciences, Inc.
Royce	Ferguson	Senior Commercial Advisor	DARPA (Booz Allen)
Veronica	Fey	Operations and Analysis	SoundBoard Venture Fund
Marc	Fine	Chief Marketing Officer	Atapir
Trish	Flannery	Project Coordinator	Piesoft
Sathish Kumar	G	Associate	SBSS & Associates
Brady	Gallagher	CFO & Advisor	TRJ Consulting Services
William	Galle	Principal	DPS
Nigel	Gardner	Co-Founder and CEO	Audio Directions Inc
Chris	Gardner	VP Finance	Audio Directions Inc
Arpit	Gattani	CEO	Travelory Inc
Thomas	Gaye	Co-founder	Digital Native Corporation
Scott	George	CEO, Co-Managing Director	Reaper Robs
E Tj	Gerety	Producer	560 AM
Jameson	Gibbons	Ventures Analyst	Mindgrub Ventures
Francois	Giraud	Startup Program Lead US	OVHcloud
Ingvild	Gjone	HMS	Norwegian Government

Kellie	Goldstein	Chief Financial Officer	WorldStrides
Sol	Gonzalvo	President/CEO	ePMeds, Inc.
Sukriti	Goyal	Co-founder	AvidInvent
Jeffrey	Grabner	Researcher	MITRE
Carl	Grant	CEO	Capital Raise
Craig	Green	Owner	TeamLogicIT of Reston & Tysons
Richard	Greene	CEO	Israel Venture Funding & Biz Relationships
Stephen	Grein	Chief Revenue Officer	Cyberproof Inc
Kristin	Gross	Founder	Navdee
Amadou	Gueye	MD	TANIM
Fizie	Haleem	Business Solutions Manager	Montgomery College
Eric	Hanson	Recruiting	Pax Momentum
Michael	Hanson	Growth Strategy Consultant	Optimum Dynamics LLC
Tawanna	Hardy-Ventress	Small Business Coach	GOBE
Wajid	Hassan	CEO	NetworkFort
Farzana	Hassonjee	President	Angel Star Ventures
Nader	Hawa	Engineer	Genex
Maya	Hawa	Engineer	Genex
Brent	Hayes	Sales Manager	Vensure Technology Consulting
Donte	Hayes	Owner	Another Man's Trash LLC
Claude	Hayn	CEO	AdJumps
Teresa	Henning	Director	Moneymasternow
Browning	Herbert	Managing Director	Ringbolt
Michael	Hess	Chairman	ABS
David	Hildebrandt	President	Sel Technologies Inc
Joy	Hoffman	Project Manager	Maryland Tech Council
Rich	Holloman	Founder	Mobodyne
Douglas	Holly	Principal	EMG
Darnley	Howard	President	Advansa International
Zvi	Huber	CEO	Medio Labs
Paul	Iacovacci	CIO	Enascor Capital
Brian	Iversen	CEO	Corrugated Solar LLC
Parviz	Izadjoo	Operating Officer	Integrated Pharma Services
Mina	Izadjoo	President	Integrated Pharma Services
Sully	Izadjoo	Principle Scientist	Integrated Pharma Services
Saleem	Izadjoo	Laboratory Analyst	Integrated Pharma Services
Dave	Izuka	Consullant	Venture Accelerator
Sundeeep	Janagam	CTO	Quantica AI
Hubin	Jiang	CEO	WioWise
Deepika	Jonnalagadda	Senior Analyst	Blu Ventures
Thomas	Jueng	Sr. Managing Director	Samsung Ventures America
Megan	Kapral	CEO	Pool House Co.
Ron	Kazel	Principal	Kalliam Capital LLC
Mokhtar	Kazzalbach	CEO	Mk Technologies
Ryan	Kelley	Shareholder	Greenberg Traurig, LLP
Joe	Kessler	Managing Partner	Next-Stage Development Group
Tri	Kha	Billing Manager	Tkhal Media LLC
Zeshan	Khan	CEO	Xenon Ophthalmmics
Gene	Kim	Founder	DragonStartups
Youngtae	Kim	Director	KOSME(Korea SMEs and Startups Agency)
Jack	King	Head of Investor Relations	Blossend, INC
Danil	Kislinskiy	GP	GGW Ventures
Ted	Koblick	Vice President of Business Development	Net-AV
Brandon	Koehler	CFO, US Operations	PathKeeper Surgical
Martin	Koev	Manager	Koev Brothers
Brandon	Kohelere	CFO	PathKeeper Surgical
Velibor	Koprivica	Chief Strategy Officer	Enfinia Growth Partners
Ganna	Kostylova	Founder, creative director	Powerplant Creative
Nick	Kovacic	Managing Partner	Nicholas Companies LLC
Feliks	Kravets	CEO	CyberSecurityEasy.com LLC
Michael	Kull	Executive Director	StoryCraft Institute

Sachin	Kumar	CTO	Travelory Inc
Nikhil	Kumtha	Director	CLA
Erez	Lampert	CEO	PathKeeper Surgical
Vernon	Larson	Director	Capital Q Ventures
Ronnie	Lavi	Operating Partner	97212 Ventures
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions,LLC
Anita	Lee	CEO	TwinCare Technologies
Jack	Lee	Managing Director	Marketing Integration
Bongmin	Lee	Technical manager	Kyocera
Steven	Lehat	Principal	Colton Alexander
zhichao	li	Angel Investor	Individual investor
Tao	Lin	CTO	Telopea Inc
Tong	Liu	Founder	F3
Kaylin	Lo	Entrepreneur Associate	Keiretsu Forum
Heidi	Løland Andersen	Communication officer	FISKHER AS
Bruno	Lorenzelli	CEO	Exchange Robotics
Zagros	Madjd-Sadjadi	Chief Economist	Avid International LLC
Masako	Mai	CEO/Founder	MM2BM
Abdulbasyr	Makhtibekov		BAU
Patrick	Manning	CEO	Diagnostox
Harrison	Marick	Lead Data Scientist	Tiber Solutions
Kym	Martin	Advisor	Freelance
TJ	Master	Technology Mentor	VA Innovation Commercialization
Janice	McRae	Founder & CEO	Nexus 8 International, LLC
Fay	Mehr	CEO	TraXel
Robert	Mendralla	President, Investments	RM Enterprises
Lukas-Karim	Merhi	CEO	Tenzr Health
Eric	Miller	Head Coach	EMC
Michelle	Miller	Consultant. Investor. Advisor.	MRM Consulting
Quentin	Milner	Founder	Youth Elite Football League Inc.
Jakelin	Miranda	Director of Student Services	Keiser University
Sonu	Mirchandani	Faculty	ETSU
Judy	Mod	Founder + CEO	Innovations Domain, LLC
Patti	Morehouse	Founder/CEO	Beauty.Is
John	Morgan	Principal	Morgan Global
Tina	Moriarty	Operations Manager	Malloy Industrustries
Roy	Morris	Partner	STI
Kevin	Mullenex	CEO & CO-Founder	iotaBEAM, Inc.
Kruthika	Murgeshan		Bay Atlantic university
Charles	Nahabedian	CEO	VK Digital Health
Matey	Nedkov	President	ICE
Simon	Ng	Recent MBA Graduate	CSU East Bay University
Nguyen	Nguyen	CEO/Founder	CyberArmor
Ruchika	Nijhara	Executive Director	Tedco
Vince	Norris	Owner	Corporate Coverage
Jesse	Nyokabi	Engineer	Quaise Energy Africa
Michael	O'Brien	Managing Partner	MOB Ventures
Tobi	Ogunronbi	MBA Student	American University
Bob	Oros	President	Business Development Resources, Inc.
Bryan	Parker	Chairman	International Healthcare
Nawaz	Pathan	Sr. Strategic Partnership Manager	KiwiTech
Barbora	Pazderova	Director	Emeis Global
Maury	Peiperl	Professor	George Mason U
William	Podd	President	Landmark Family Office
Siddhant	Pramanick	Associate	Saama
Joel	Price	VP of Product Innovation	Core Source Technologies
Kim	Proctor	Senior Product Manager	OpenToWork
George	Radmilovic	COO	2immersiv4u
Anitha	Raj	President	ARAR Technology
Skylar	Rallison	Community Manager	CONNECTpreneur
Jonny	Rallison	Software Engineer	Alleva

Naeem	Raza	Partner	Mighty Capital
Joe	Reddix	President and CEO	The Reddix Group
Damoder	Reddy	Investor	Chemical Angels
Russ	Reeder	CEO	Coplae
Melissa	Reid	Founder	Made N' Shade
Victor	Rhoder	VP of Channels and Strategic Partnerships	AtWork Systems, Inc.
John	Ricci	MD	US Angels
John	Rice	ceo	Chain Gang Labs
Hagar	Rips	COO	HomeRoots
Kyle	Ritter	Investor	NextEra Energy Investments
Ben	Robbins	Senior Associate	Plum Alley
Gary	Robinson	CEO Founder	PhaseDesign Research
Sebastián	Rodríguez	Head of Business Development	Soko Solutions
Mary Rose	Rose	University Technology Transfer	George Washington University
Larry	Rosenfeld	Executive Director	McLean Partners LLC
Souvik	Saha	Financial Representative	Northwestern Mutual
Daniel	Saraolu	Founder and CEO	BBM
Rosemarie	Savino	COO	AEG
Will	Schmahl	Founder	HousMthr
Gerhard	Schwandt	Certified Executive Coach +	Gerhard B. Schwandt
Victoria	Schwinning	EVP	Suvarna Partners LLC
Ayushman	Sen	Investment Director	Edition Capital
Sergios	Sergiou	Owner	North London Hardware & Software Support
Mario	Shaffer		
Robert	Sherretta	President	INTERNATIONAL INVESTOR, LLC
Shian-Jiun	Shih	CEO	Cellentia
Michael	Shrader	Sr Business Consultant	Vensure Employer Services
Evan	Shubin	President and Director of Investments	Candlelight Partners LLC
Navin	Singh	At director	COSO IT
Bintu Aminata	Sisay		Bay Atlantic university DC
Martha	Sklavos	Founder & CEO	Aloe Therapeutics, Inc
Kristi	Slack Leisinger, MBA	CEO/Principal Strategy & Innovation	Copperleaf Consulting Group
Kent	Slowinski	Co-Founder	M+M
Rick	Smith	Founder	News USA
Mike	Smith	Strategic Partnerships	Wolters Kluwer
Juae	Son	Relationship Manager	Fulton Bank
Sally	Sorte	Principal	EduLab Capital
Vikash	Srivastav	Director	Triazine Software Pvt. Ltd.
Ajay	Srivastava	President	eKuber Ventures Inc
Thomas	Stallone	Managing Partner	TapSEC Consulting LLC
David	Stamps	Writer/Producer	Spoken World Entertainment
Chris	Steele	R&D Strategist	US Navy
Ernest	Stern	Partner	Culhane Meadows PLLC
Wendy	Stevens	Director of Business Development	Nulv Matrix
Andrew	Stewart	Partner	Whitestone Law, PLLC
Yan	Su	CEO	BriSight Biosciences Inc.
Vincent	Sullivan	Founder & CEO	Cyber Strategy Institute
Dilip	Sundaram	Consultant	Clarendon International
Ning	Sung	Investor	Sand Hill Angels
Kafuti	Talahumbu	Senior Technology Consultant	GWU
Aziz	Taleb		
Sravasti	Talukdar	Managing Partner	SB Ventures Partners LLC
Alan	Tan	Vice President	Renaud Consulting
Amadou	Tanim	MD	TANIM
CTS Sales	Team	SVP	CTS
Ben	Teicher	Founder/Principal	Fairlane Partners
Jasmine	Torres	Founder	
Nicole	Tripodi	Principal	2903 Capital
Campbell	Ure	Director	Cure Business Improvements
Laarni	Valledo	Business Development Manager	Management Analytics
Geron	Vanderfeesten	Founder	VDF ventures

Karl	Varner	Managing Director	Varner Intl Group
Roy	Vella	Managing Director	Vella Ventures
Irfan	Vissandjee	Investor	Transitions First
Jim	Voeller	Patent Attorney	Maier & Maier
Tom	Vogelsong	Angel Investor and Startup Scout	Kyto Technology and Life Science
Jordan	Wahbeh	Managing Partner	SV Venture Group
Art	Wallace	Founder and CEO	Atapir
Perlter	Walters-Gilliam	President and Principal Consultant	NBBE Consulting
Edwin	Watson	Investment Associate	DFA
Michele	Weatherly	Assistant Director	Prince William County Dpt. of Eco. Dev.
Barry	Weinbaum	Financial Service Professional	New York Life
Robert	Weissman	President	Suvarna Partners LLC
Jack	Whelan	Director of Business Development	International Accelerator
Greg	Whelan	Principal	Greywale Advisors
Theresa	Whitfield	VP, Marketing Communications	Ethno Media Group
Laurie	Wiggins	CEO	Byond
Jay	Williams	Founder	Alma Laguna
Amy	Wood	Program Manager	Pepperdine University
Vennard	Wright	CEO	PerVista
Bo	Wu	CEO	Wh-power, Inc.
Stephen	Xue	Executive Director of Investment	Essence Guosheng Chipscreen Fund
Yi	Yang	Managing Partner	WaterStar Capital
Ting	Yin	COO	Cologna Productions
John	Yoakum	Principal Expert	Adept Opinion
Ashkan	Zakaryazad	CFO	Enerytics
Xin	Zhang	CTO	Wh-power, Inc.
Yi	Zhang	Owner/Founder	GenoPalate
Carrie	Zhang	CEO	Markeny
Jeff	Zika	CEO	AirGO.Ai
Karen	Zuccardi	Manager RBII	TEDCO
Cindy		Membership Director	Keiretsu Forum Southern California

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
Partner
TCV Growth Partners



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



COLUMBIA MD



Angels + Life.Sci Investors



ROBERT H. SMITH SCHOOL OF BUSINESS

DINGMAN CENTER for ENTREPRENEURSHIP



Want to Present or Sponsor at our Virtual Events?

Email Skylar Rallison at
srallison@opus8.com
for more information

2023 Calendar

Nov. 30	Dec. 20
---------	---------

2024 Calendar

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