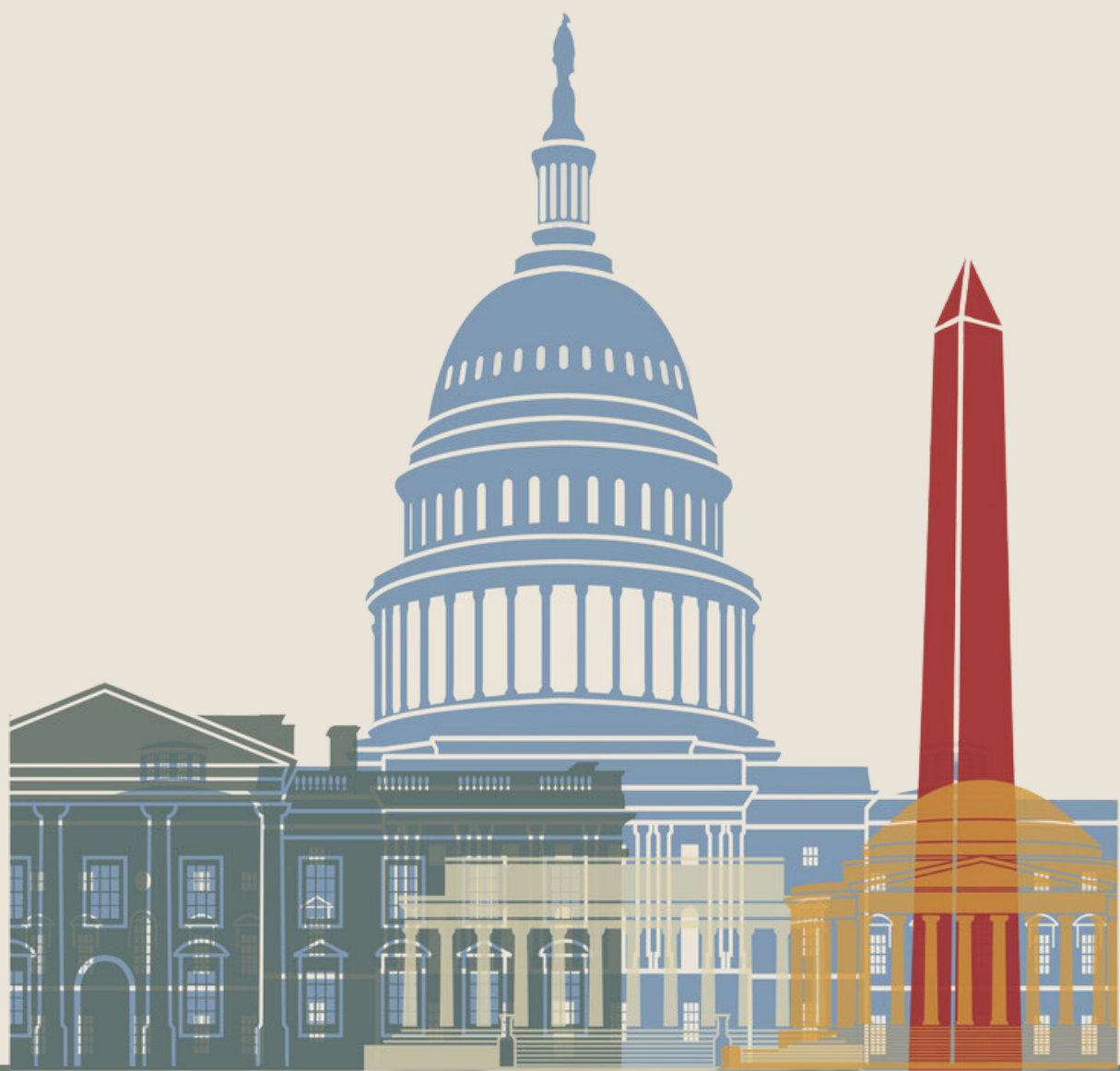


Big Idea

CONNECTpreneur

Networking & Pitch Extravaganza



TISHMAN SPEYER



GOLDEN TRIANGLE



Agenda

Thursday, September 21, 2023

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

9:00 - 9:30 am - WELCOME REMARKS

S. TIEN WONG - CEO, Opus8; Founder, Big Idea CONNECTpreneur Forum

SKYLAR RALLISON - Community Manager, Big Idea CONNECTpreneur Forum

LEONA AGOURIDIS - Executive Director, Golden Triangle Business Improvement District

DAN DOOLEY - Managing Director, Tishman Speyer

DAVID MARSHALL, Associate Dean, College of Professional Studies, The George Washington University

KEITH ANDERSON - Interim Deputy Mayor for Planning and Economic Development, District of Columbia

9:30 - 10:45 am - COMPANY SHOWCASE / ROCKET PITCH

12 Promising Early Stage Companies will be introduced by:

ANTHONY MILLIN - Founder and Co-Chair, NEXT, powered by Shulman Rogers

MARK HAAS, CEO, Association for Enterprise Growth

PRESENTING COMPANIES

Avstera Therapeutics Corp.

Heudia Health

Immorta

INSEER, Inc.

Liquet Technologies

Novel Microdevices

OspreyBio

PixelRain

SonoStik

TRAVELADVANCES.COM

Wildcard

Xero Thera, Inc.

10:45 am - Noon - INTERACTIVE ACTIVITY + NETWORKING

ELIZABETH PACKER, Associate Director of Economic Development, Golden Triangle Business Improvement District

Speakers



TIEN WONG, CEO, OPUS8, INC.

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



SKYLAR RALLISON, COMMUNITY MANAGER, CONNECTpreneur

A dynamic professional who wears multiple hats as the Community Manager for CONNECTpreneur and Business Analyst for Opus8. I have many years of experience in Business Management, Social Media Marketing/Management, Data Analytics, Business Leadership, and Project Management. With a diverse skill set and a passion for facilitating connections and driving business growth, I thrive at the intersection of Community Management and Strategic Analysis.

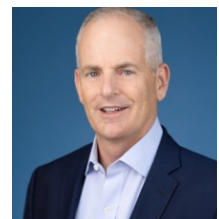
I'm passionate about my current role at CONNECTpreneur, which hosts the world's largest monthly investor pitch events as well as 1/2-day Forums with upwards of 900 RSVPs, featuring VIP guests, speakers, exciting presenting companies, and the best CXO to CXO networking on the East Coast. My role includes fostering engagement and building relationships within the investor and entrepreneur community. I create inclusive digital spaces where members can share insights, collaborate on opportunities, and build a supportive network.

I also enjoy my current role as a Business Analyst at Opus8. Opus8 assists companies and fund managers in raising private capital from family offices, UHNW individuals, and institutions. I leverage my analytical mindset and attention to detail to provide valuable insights for Opus8. Through my analysis of investment opportunities and industry research, I help drive informed decision-making, enabling Opus8 to curate high-quality events that bring together investors and promising ventures.



LEONA AGOURIDIS, EXECUTIVE DIRECTOR, GOLDEN TRIANGLE BUSINESS IMPROVEMENT DISTRICT

Leona Agouridis is the executive director of the Golden Triangle Business Improvement District (BID), the 44-square-block area of the central business district that connects the White House to Dupont Circle. Prior to that she served in several leadership positions including Registrar of Voters for the District of Columbia, Media Relations Director of Metro, and Assistant General Manager for Communications, Marketing and Customer Service at Metro. She has served the Golden Triangle since 2006, putting in place key initiatives that include award winning emergency preparedness, placemaking and sustainability initiatives.



DAN DOOLEY, MANAGING DIRECTOR, TISHMAN SPEYER

Dan Dooley originally joined Tishman Speyer in 2001 to lead the firm's regional leasing efforts in Washington, DC. As Regional Leasing Director, he leased properties such as One Metro Center, 1325 G Street, 1099 New York Avenue, Woodland Pointe, and Plaza East before leaving in 2014. Since rejoining in 2019, he is responsible for leading leasing and asset strategy in the region. Prior to rejoining Tishman Speyer, Dan was the Chief Operating Officer with Carr Properties where he ran their Leasing, Marketing, Property Management, Asset Management and Construction Management groups. With over 30 years of experience in real estate, Dan has also held roles with Trammell Crow, JMB Realty Corporation, LaSalle Partners/JLL and Savills Studley. He graduated from Southern Methodist University with a BBA in Finance. He holds broker's licenses in DC, MD, and VA.



DAVID MARSHALL, ASSOCIATE DEAN, THE GEORGE WASHINGTON UNIVERSITY

David Marshall, Jr. is the Associate Dean of Strategic Partnerships and Executive Education at The George Washington University's College of Professional Studies (CPS). He works with the dean to design and implement a comprehensive partnership-engagement strategy to create long-term relationships that create value for our partners, generate enrollment for the college, and foster the career advancement of our students and alumni.

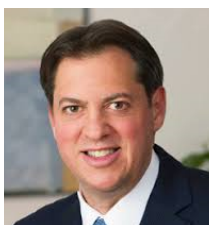
Prior to coming to CPS, Mr. Marshall served as Chief Membership Engagement and Diversity Equity and Inclusion Officer at the Network of Schools of Public Policy, Affairs, and Administration (NASPAA). At NASPAA he was charged with building productive relationships with deans, directors, and faculty members of the over 320 public policy and public administration programs in the United States and overseas to ensure excellence in public service education and training and to promote the ideal of public service careers.

Additionally, Mr. Marshall engaged with professional staff at NASPAA member schools including directors of admissions, career placement, and marketing/communications and paired them with NASPAA's initiatives and professional development opportunities.



KEITH ANDERSON, INTERIM DEPUTY MAYOR FOR PLANNING AND ECONOMIC DEVELOPMENT, DISTRICT OF COLUMBIA

Keith Anderson is appointed Interim Deputy Mayor for Planning and Economic Development. Deputy Mayor Anderson previously served as the Director of the DC Department of General Services (DGS), a government agency with a mission to build, maintain, and sustain the District of Columbia's real estate portfolio, which includes more than 157 million square feet of land and 35.7 million square feet of state-of-the-art facilities. This work has allowed the agency to foster economic viability, environmental stewardship, and equity across all eight wards of the city. With a workforce of just under 600, DGS is responsible for maintaining 844 buildings, including educational, municipal and recreational locations. Prior to DGS, Mr. Anderson was the Director of the DC Department of Parks and Recreation (DPR). He served as Director of the DC Department of Energy and Environment (DDOE) prior to DPR. During his tenure at DPR, Mr. Anderson oversaw the construction and or modernization of 79 recreation projects including recreation facilities, fitness center renovations, and facility security upgrades.



ANTHONY MILLIN, NEXT CHAIR, PARTNER, SHULMAN ROGERS

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

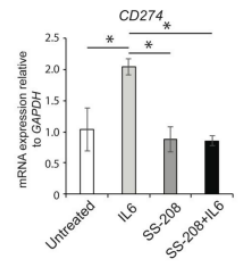


MARK HAAS, CEO, AEG

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

AVSTERA THERAPEUTICS CORP., an oncology-focused biopharmaceutical company based in the Philadelphia area has collaborations with Georgetown, GW and University of Pennsylvania to lead development of three programs, which include a highly specific immunomodulator HDAC6i (**AVS100**), macrophage-based cell therapy (**AVS200**), and mRNA-based cancer vaccine (**AVS300**).

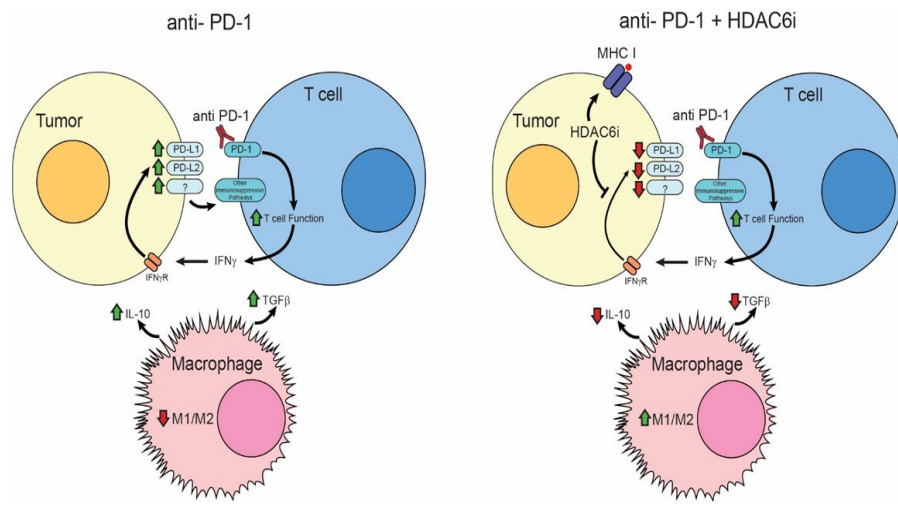
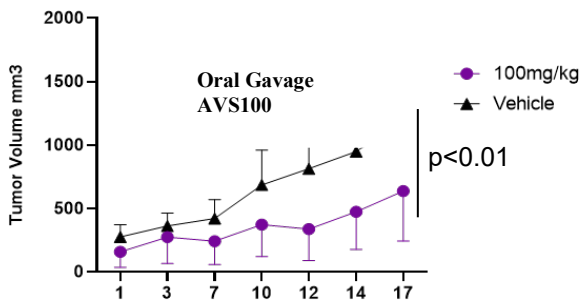
Solid Tumors: Solid tumors such as malignant melanoma represents the most aggressive and the deadliest form of cutaneous cancer with increasing incidence, high metastasis, rapid disease progression, poor prognosis, and high mortality. The clinical benefit of these therapies is limited due to the rapid development of resistance associated with the activation of alternative pro-oncogenic pathways. Within the last five years, immunotherapy has revolutionized the treatment of patients with solid tumors such as advanced stage melanoma, yet objective response rates remain ~20-30%. **Novel aiming to overcome these limitations seen across solid tumors, especially on the resistance mechanisms originated in other components of the tumor microenvironment (TME) are still highly needed to improve currently available therapeutics.**



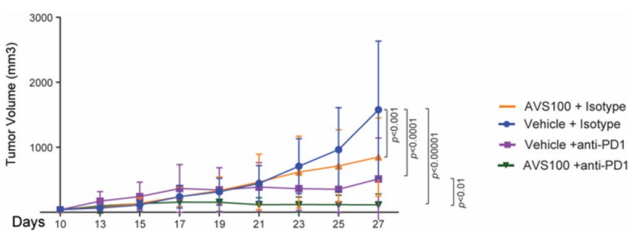
Products under development: **AVS100** is a potential *best-in-class* ultra-specific, AMES negative oral HDAC6 inhibitor, targeting various solid tumors and initially for the treatment of locally advanced or metastatic solid tumors and it can potentially become the *new standard of care* in combination with existing immunotherapies such as PD-1 inhibitors. AVS100 is a small molecule HDAC6i which selectively inhibits HDAC6 and avoids side effects of pan HDAC inhibitors. It has shown significant reduction in melanoma and colorectal cancer models. AVS100 also significantly suppresses pro-tumoral M2 macrophages which are a key immune effector cell within the TME contributing to immunosuppression of other immune cells. Tumor associated macrophages (TAMs) are a prime correlate with patients who fail or develop resistance to existing immunotherapy.

Other applications of HDAC6i: Although our target disease indication is advanced solid tumors, the therapeutic benefit of **HDAC6i** is tumor agnostic and can apply to virtually any indication where current immunotherapies are approved. **AVS200** is Avstera’s HDAC6i-activated autologous macrophage-based cell therapy, where macrophages are activated ex-vivo with HDAC6i and then placed back into the patient in order to stabilize the M1 phenotype in the TME. This therapy has been presented at AACR and has extensive preclinical validation in multiple tumor models.

Commercialization strategy: AVSTERA will seek to file IND for AVS100 by the end of 2023 for a Phase Ia/b FIH study at M.D. Anderson Cancer Center including expansion arm with PD-1, and has already received one ODD. AVSTERA also hopes to initiate IND enabling studies for AVS200 cell therapy by 2024.



Changes in tumor volume during the *in vivo* combination study



Majority combo mice cured

We empower hospitals and payors to proactively engage hard to reach, at-risk individuals using a highly scalable technology platform to reduce cost of care.

Company

Heudia Health is a technology-driven healthcare company. We empower hospitals and health plans to exert greater influence over community-level factors that adversely affect their business. Our digital health platform AccessMeCare™ reduces the cost of care to the individual, healthcare provider, hospital, and payor. The Company is ready to scale sales of AccessMeCare™ to a national level.

Problem

There is a strong need to improve care utilization patterns, strengthen prevention, and shift services from higher-cost emergency rooms and hospitals to lower-cost primary care settings.

Solution

Enable state and federally funded businesses, and other healthcare providers, to reduce cost of care and achieve higher performance levels. Highly scalable technology platform that can be deployed at low incremental cost with large margins to improve access to health services and ensure social wellness for millions of people.

Product

AccessMeCare™, a highly scalable technology platform that can be deployed at low incremental cost with large margins to improve access to health services and ensure social wellness for millions of people using an evidence-based system of care.

Why Now?

Competitive approaches are failing. Studies have found that platforms focused on the Social Determinants of Health only address the needs of 10-15% of the target population.

Technologies/Special Know-How

Our system of care and leadership experience empowers Heudia to operationalize the client network more rapidly and with greater clinical, economic, and community benefit. This is done using an evidence-based methodology proven to increase utilization of the most appropriate centers of care. Three independent attorneys verified that our pending technical innovations are patentable and pose a barrier to entry.

Leadership Team

- Ed Connors, Founder/CEO: 25 years public health, product development, and quality management experience.
- Marty Fisher, CTO: The former President of AOL's Technology Development division and CTO of Revolution Health.
- Ed Harrell, Investor/Advisor: Entrepreneurial training, technology commercialization, and investment.

Business Model

AccessMeCare™ is a B2B2C digital health distribution & delivery platform licensed under a subscription-based model at an average annual recurring revenue of \$68,000 with SaaS upsells to network partners and transactional revenue opportunities.

Market

Clinic, hospital, health network, payor, and government agencies. The Company has built a \$100 million sales pipeline and has a market potential estimated at \$5.6 billion annually.

Distribution Channels

Strategics such as EMR/EHR Vendors and National Non-Profits.

Competition

Unite Us, FindHelp, Collective Medical, City Block, Verato, and Socially Determined.

Funding Sought – \$3.6M

Highlights

- Revenue Generating
- Operating at Break Even
- Subscription-Based Business (B2B2C)
- Product-Market Fit Verified
- Commercial Grade Platform
- Nominated for the National Medal of Technology and Innovation
- 2016 Village Capital Health Cohort
- USDA SBIR Awardee (PI/II)

Use of Funds

- Sales/Business Development: 40%
- Platform Development: 35%
- Operations: 20%
- Platform Support: 5%

Employees

FT 3/PT 8

Industry

Health Technology

Websites

Heudia.com, AccessMeCare.com

Point of Contact

- edconnors@heudia.com
- 908-265-6262

Year	Revenue	P/L
2022	351,935	(6,723)
2023	532,329	(37,612)
2024	1,368,473	(563,218)
2025	5,744,864	2,212,839

Value Proposition

Company Background: Immorta is a place to share stories, and hold them close, forever. Part social media site and part preservation service, we will offer three subscription tiers to provide multiple options for family members to upload and store their memories. Immorta offers a uniquely sentimental platform to store memories in all formats: text, photo, video, and audio. Immorta is not just a business; it's a mission to make family memories immortal.

Leadership Team: Founder Sonia Schmidt is a law student passionate about telling peoples' stories. With her writing and leadership experience in law school, Schmidt is the operational mind behind the functionality and design of Immorta. Schmidt spends her days at law school focusing on criminal law so that she can advocate for future citizens' right to tell their stories and receive justice. Business Development Manager Devan Geib is an analytical business consultant who crafts Immorta's profitability strategy. With his professional background and degree in Economics, Geib is essential to the growth and scaling of Immorta. Geib worked for three startups during college, one of which was series A funded, one other that recently sold for greater than \$50M. Now he works at the Boston Consulting Group (BCG).

Products/Services: We cannot afford as a society to lose the family memories of our aging population. Many of these are still only physically stored or anecdotally shared. Scrapbooks and memory boxes are not enough to solve this problem, because with their tangibility comes fragility. Nor are shared albums on phones or internet drop boxes, because they lack both the ability to collaborate and an accessible user interface. Current social media dedicated to cat videos (facebook), specially curated vacation photos (instagram), or spontaneous thoughts about the political climate (X) do not foster the right kind of environment to share these special moments.

Technologies/Special Know-How: Immorta's unique celestial themed "Star-Constellation-Galaxy" structure enables family members to create profiles, link them together, and share them with others should they so choose.

Market: The total addressable market (TAM) is individuals who are interested in genealogical and family memory preservation work, which is currently worth ~\$3.5B. The serviceable addressable market (SAM) are those who particularly interested in preserving family memories, which is about 45% of the market, amounting to ~\$1.6B. The CAGR is 11.19%. Immorta offers a three-tiered subscription model to meet diverse customer needs: a Free tier for basic memory storage, a Glow tier at \$12/month for extended features and customization, and a Glow+ tier at \$20/month for maximum storage and customization, and concierge digitization services (with additional fee per photo).

Distribution Channels: Majority direct to consumer, e.g. partnerships and activity sessions with active retirement communities and social clubs, advertisements and partnerships with social media communities and influencers (TikTok, Instagram, Facebook) and partnerships with online magazines for product placement.

Competition: Some services offer similar options to store family memories or records such as Storyworth or Ancestry.com. Storyworth still relies on an analog final product, and Ancestry.com is designed for genealogy research more than sentimental family memory preservation.

Quick Facts

Company Name: Immorta

Phone: (703) -955 -2289

Email: sonia@immorta.us
devan@immorta.us

Website: www.immorta.us

Industry: Social Media

Number of Employees: 2

Leadership Team:

Sonia Schmidt
Devan Geib

Amount of Financing Sought: \$100k

Current Investors:

The George Washington (New Venture Competition)

Two angel investors

Use of Funds: SRS development, wire-frames

Financial Projections (Unaudited):

	FY1 (\$k)	FY2 (\$k)	FY3 (\$k)	FY4 (\$k)	FY5 (\$k)
Revenue	112	373	1,119	3,731	7,396
EBIT (dollars in thousands)	28	340	1,001	3,466	6,796



THE CHALLENGE: A worker is injured every seven seconds, resulting in billions of dollars in worker's compensation costs, lost productivity, and long-term health challenges for employees. The risk assessment tools being used today are over twenty-five years old, have a scant correlation to injury in today's dynamic environment, and are notoriously labor-intensive to analyze. Many require fragile body sensors, only assess very basic human joint postures, and do not offer 3D holistic evaluation of ergonomics or worker station comparisons.

THE INSEER SOLUTION: Our solutions enable a wide range of existing and emerging high-growth markets by sensing, capturing and transforming movement data into actionable insights. Employees take great pride in the work they do and the Inseer system is more personable and offers greater retention as employees see themselves and modified actions to reduce potential workplace injuries.

Inseer developed a proprietary artificial intelligence (AI) computer vision system to prevent injuries proactively. The system is based in the cloud and accessible on all devices.

By simply filming a short video on a smartphone, risk assessment teams in facilities can upload to Inseer's Vision Analysis System to identify risks and propose solutions in a few minutes. The Inseer Vision Analysis System can determine velocity, pose, posture, range of motion, push, pull, force, and torque in multiple joints and in multiple workers simultaneously. No expensive exoskeletons or fragile sensors are required, and reports are customizable to the specific needs of each industry and company. Compared to today's reliance on human eye subjectivity, Inseer offers unbiased analysis and validation of safety corrections. What can take days to analyze, Inseer will do in minutes.

Studies have verified that more assessment time in a facility yields improved safety. Rather than spend time finding more engineers to do evaluations, Inseer brings a ready-made objective AI platform, trained on our *proprietary data*, that makes immediate impact.

THE CUSTOMER: Inseer's customer segments are industrial manufacturing, healthcare institutions, physical therapy clinics, and insurance companies with an addressable market of approximately \$20 billion. Our current focus includes the Environmental and Safety Director, the Continuous Improvement Team, the Certified Professional Ergonomist, and insurance company risk managers and their clients in worker's compensation.

THE TEAM: Inseer has assembled a top-tier, seasoned team. The Inseer Board includes the former U.S. Ambassador to China, an investor with over 50 IPO's credited to his leadership, multiple executives and academic experts. The Inseer team includes multiple Ph.D. scientists, AI engineers, and ergonomists.

INTELLECTUAL PROPERTY: Inseer has four issued patents.

CONTACT Shane Larson – shane.larson@inseer.com, Chief Executive Officer



Liquet Technologies, Inc.

Value Proposition: Our cutting-edge technology revolutionizes cataract surgery with a minimally invasive method, reducing costs and complication rates. Rapid patient recovery further elevates its appeal. This advanced technology assures a surge in market demand, bringing patient satisfaction and a strong return on investment. An innovative step in ophthalmic care, blending safety with unparalleled affordability.

Company Background: Liquet Technologies was completely spun off from a 30-year-old Ophthalmology company in 2021. With IP, inventory, and capital contributed as part of the spinoff, Liquet Technologies has recruited top talent to disrupt the cataract surgery industry with the next generation of technology.

Leadership Team: Justin Ross, CEO has over 20 years of executive leadership, product development, and manufacturing in the Ophthalmic industry. Tom Mancuso, COO has over 20 years of experience managing operations and distribution of a global cataract instrument company. Hal Walbrink, CSO, held executive positions in 12 startups with successful exits totaling \$4+ billion and brings over 40 years of product, technology, and business development experience from across the healthcare industry.

Products/Services: Traditionally, cataract surgery uses the same technology as dental scalers (mechanical ultrasound) to emulsify the cataract within the eye, causing unwanted effects and complications. Liquet Technologies' cataract removal technology uses a patented, enhanced vacuum and fluidics technology to dissect the cataract and aspirate using as little energy in the eye as possible. This reduces the complication rate, surgical difficulties, and lowers cost, giving more patients access to clear vision and a better quality of life.

Technologies/Special Know-How: Liquet Technologies' patented High-Frequency Pulsed Vacuum has been clinically proven to remove all grades of cataracts while reducing critical cell loss and complications. Additionally, the novel, patented medical pump developed by Liquet Technologies allows for higher volumetric flow to address the limitations of other pumps when used at surgical facilities located in regions with higher elevations.

Market: The Cataract Capital Equipment market in 2019 was \$1.2b and is expected to be \$1.5b next year. Liquet will enter the domestic market first with a primary focus on the ~630 private office facilities that perform cataract surgery. These are the early adopters and advertisers that influence the ASC's and hospitals that perform cataract surgery. Once ~16% of these private offices have adopted Liquet's products, the international market is next.

Distribution Channels: The domestic market, which represents 15% of the global surgical volume, but 34% of the global capital equipment revenue will be addressed with direct sales representatives and service engineers. The global market will be addressed by the established distribution partners in 71 countries developed by the company Liquet Technologies was spun off from.

Competition: Alcon, J&J Vision, Bausch & Lomb, Oertli, and BVI all compete indirectly with devices that utilize technology that was developed in 1967. The only direct competitor is Zeiss who acquired IanTech for \$375m for their alternative to the old technology. This technology is only a handpiece and does not offer a user interface, footswitch, or many of the other novel or even basic technologies offered by Liquet Technologies' cataract removal devices putting Liquet in a position to significantly disrupt the cataract capital equipment market.

Quick Facts

Company Name:
Liquet Technologies

Contact: Justin Ross, CEO

Address: 1627 Enterprise Street
Athens, Texas 75751

Phone: 949-350-4602

Email:
Justin@LiquetTechnologies.com

Website:
www.LiquetTechnologies.com

Industry: Medical Devices

Domain: Cataract Surgery

Bank: Citizens Bank / Chase

Law Firm:
Birdsong Law (Corporate)
Olive Law (Patent)

Patent Estate: 4 patents granted
in 10 strategic countries

Number of Employees: 6

Leadership Team:
Justin Ross, CEO
Tom Mancuso, COO
Hal Walbrink, CSO
Gary Mocnik, Director of RA

Financial Projections (Unaudited):

	2023	2024	2025	2026	2027
Revenue	0	0	\$7.5m	\$31.5m	\$85m

NOVEL MICRODEVICES

 Andrea Pais

 andrea@novelmicrodevices.com

 352-642-2391

Novel is Democratizing Disease Testing with the most Portable, Rapid (<15 min), Accurate & Affordable PCR platform for any pathogen (viruses, bacteria, fungi, protozoa), and any sample type (swabs, urine, blood, saliva)

The Challenge

Although accurate, Laboratory PCR tests take days to get the results. Whereas low-cost rapid antigen tests have poor accuracy, leading to false negative rates of over 50%. There are no rapid, accurate and affordable point-of-care diagnostic tests.

The Novel Dx Solution

A next-generation, patent-protected, rapid, affordable point-of-care PCR multiplex diagnostic platform for infectious diseases and more.



HIGH PERFORMANCE:	Lab-level accuracy with integrated magnetic bead sample purification, concentration & 40-cycle PCR
RAPID:	Sample-to-answer in just <u>10 to 15 minutes</u>
AFFORDABLE:	Instrument COGs: \$500; Cartridge COGs: <\$5
SAMPLE & PATHOGEN AGNOSTIC:	Works with <u>any pathogen</u> (viruses, bacteria, fungi and protozoa) and <u>any sample type</u> including swabs, urine, blood, saliva
MULTIPLEXED:	<u>6-channel real-time detection</u> of 6 or more targets in a single test
SCALABLE:	Fast and easy to develop new assays for <u>rapid pipeline expansion</u>

Near-term Pipeline

Respiratory Panel
Flu-A/B/RSV/COVID-19



2Q 2024

STD Panel
Chlamydia/Gonorrhea+Res



4Q 2024

Market Size

The global infectious disease diagnostic market is estimated to grow from \$28.1B in 2021 to \$39.8B by 2026, a CAGR of 7.2%.

Respiratory Disease Market: 7 Billion USD

Sexually Transmitted Diseases: 5 Billion USD

Razor/Razor Blade Revenue Model

This revenue model is supported by existing CPT reimbursement codes and marketed through multiple sales channels, representing a significant growth opportunity.

Team & Advisors



Andrea Pais
CEO/CoFounder
Co-Inventor



Rohan Pais
VP Eng./Cofounder
Co-Inventor



Hamdi Joda
VP Assay
Development



Carlos Aparicio
COO



Joe Swiader
CFO



Todd Ritter
Interim CCO



Robert Storey
Board Member



Eric Van Gieson
Advisor



Caroline Popper, MD
Advisor

Team Members & Advisors - Comprised of diagnostic industry veterans with extensive experience at companies such as Abbott, Becton Dickinson, Biomerieux & Beckman Coulter

Funders and Collaborators:



Current Funding



Capital Raise

Capital Raised to Date: \$14.7M

Grants - \$7.7M (include; RADx, CARBX & NIH)

Equity Capital - \$7M

Investment Opportunity: \$6M Series A

Use of Funds: Design lock, manufacture pilot lots and controlled product launch

Comparable Company Exits

Curiosity Diagnostics acquired by **BioRad** for \$170M, 2022

Genmark Diagnostics acquired by **Roche** for \$1.8B, 2021

*Shaping the Future of
Diagnostics*



Biotoools for Multi-Target Therapies™

4539 Metropolitan Ct
 Frederick, MD 21704

Background

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

Problem

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

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

Solution

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

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



Revenue Model, Marketing, & Target Customers

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

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

Primary Customers

Academia, Government, NGO
 70.3% basic research*

~\$77B in government funding
 to applicable diseases

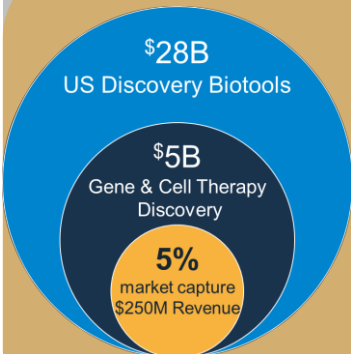
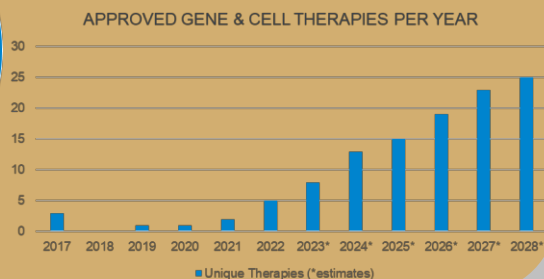
Secondary Customers

Private Sector
 29.7% basic research*

1,000+ target companies
 active in relevant discovery activities

Dramatic Growth in GC&T Sector

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



Competition

deNovo Synthesis Companies

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

Repositories

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

Catalogue Providers

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

Osprey Advantages

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

Timeline

2023

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

2024

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

Seeking \$1M Convertible Note

Minimum investment of \$50,000

Use of Funds

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

Financial Projections (Unaudited):

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

Key Personnel

Sam Glickstein – Co-Founder & CEO

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

Dr. Thomas D. Reed – Co-Founder & CSO

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

Board of Directors

Dr. Mark Braugher

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

Dr. Aris Persidis

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

CONTACT

Leslie Steele, Founder
703-522-2301
Steele.L@pixelrain.com

STATUS

- Developed and testing initial versions
- Discussing implementation with DISA, CDAO, Navy, and two commercial customers

CORPORATE STRUCTURE

- Spinoff from InterImage, a service provider offering hyperautomation solutions
- InterImage provides channel to government customer base

FUNDING

\$5M Seed+

USE OF FUNDS

- Acceleration of product development
- Sales and marketing readiness

TARGET MARKET

- Federal Government – Intel & DoD
- Fortune 1000 in Manufacturing, Infrastructure, Logistics, Distribution

BUSINESS MODEL

- On-prem and Cloud based
- Subscription cost is based on number of VMs purchased
- VMs scale as needed & add adoption flexibility

PROBLEM OPPORTUNITY

Organizations are grappling with an influx of data that surpasses their processing capacity, which negatively impacts decision-making, productivity, cost, and employee satisfaction.

The result is an ever-growing chasm between businesses and their ability to effectively leverage digital assets.

While large language models (LLMs) offer some reprieve, they have their limitations. Many current AI tools are tailored for specific solutions, making enterprise-wide adoption difficult. Moreover, they often require specialized integration and fail to support human involvement at critical decision points. The use of generative AI in rigid, singular process streams leads to restricted and inconsistent outcomes.

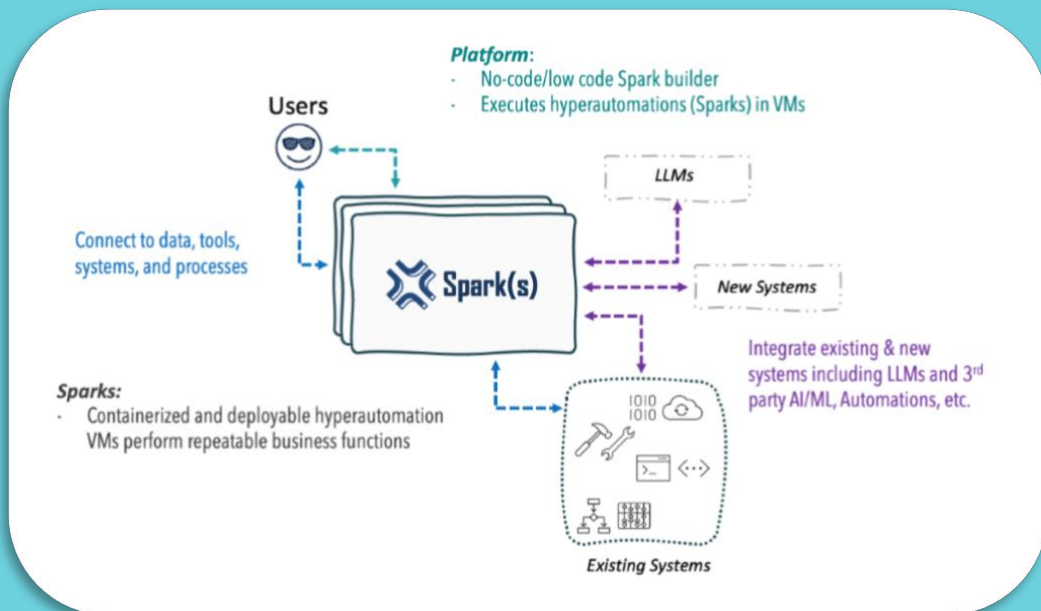
SOLUTION

The Sparks Platform is a no-code, easy-to-use solution that enables enterprise-wide machine learning and artificial intelligence adoption.

- An intuitive, user-friendly interface allows for seamless access to data from multiple sources; no technical or domain expertise required
- The platform integrates company data with LLMs and automation tools, using proprietary security measures that protect company data at the information level
- Perform repetitive specific business functions (e.g., HR, Cybersecurity, etc.) that organizations can customize and operate from a single access point

Sparks offers dynamic deployment options and flexible integration with current infrastructure and tools, available both on-prem and cloud-based

A workforce multiplier, Sparks connects users to digital assets by harnessing LLMs and automation tools, enabling employees to rapidly achieve business goals and dramatically increase efficiency.



THE TEAM

Core technical team is highly skilled in custom automation solution development with direct engagement with potential customers and over 5 years working together. Management experience in starting up and growing a profitable business. Vital experience advising direction and implementing emerging technologies in government.

Company Contact

Gary Wakeford

President & Chief Executive Officer
gary.wakeford@sonostik.com
(330) 766-1173

Advisors & Consultants

Hawaa Almansouri MD

Founder & Chairperson

Ben Holmes PhD

Board Member/Product Design & Development

Carl Stamp

Board Member/Commercialization-Operations

Neal Sikka MD

Board Member/Chief Medical Officer

Medical/Clinical Advisors

Adam Corman MD

Founder/Medical Advisor

Greg Shears MD

Medical Advisor Committee Chair
Anesthesiologist & KOL
Mayo Clinic
Rochester MN

Legal Counsel

Thompson Hine Cleveland Ohio

Patent Attorney

Fish & Richardson Washington DC

Intellectual Property

5 Patents Issued
1 Patents Pending

Accountants

Ernst & Young

COMPANY OVERVIEW:

SonoStik™ LLC was established to develop medical devices that facilitate proper, efficient, and easy intravenous catheter placement. The Company's mission is to make procedures easier for physicians and healthcare providers while offering patients a more pleasant experience by reducing discomfort and complications. Intravenous line placement is the most common medical procedure (340M+ performed yearly in the US alone) and is used to administer fluids and medication and draw blood. 15% or 51M patients are categorized as Difficult Intravenous Access (DIVA) patients. This represents our Serviceable Obtainable Market.

UNMET NEEDS: The current standard of care often involves the clinician attempting the IV stick with little or no visualization. The results can reach a 60% failure rate in achieving a successful placement on the first attempt. The market is moving towards using portable ultrasound and other visualization technologies to increase the ease and success rates of first-time placements. The current standard of care is fraught with the following shortcomings:

- ✓ Average of 2.1 attempts to achieve a successful patient placement.
- ✓ 15% of patients present as being difficult intravenous access (DIVA).
- ✓ Pin cushion Effect. 58% of patients express strong dissatisfaction with their experience, which is often reflected in poor hospital satisfaction scores. (Negative Patient satisfaction scores adversely impact reimbursement rates to hospitals).
- ✓ DIVA patients consume 43% of all dollars spent on IV insertions

SOLUTION: Sonostik™ Guide Wire Introducer.



SOLUTIONS: Sonostik™ Our Motto is "GET IT RIGHT – THE FIRST TIME"

- ✓ First and only device on the market specifically designed to enhance portable ultrasound success with a one-handed technique.
- ✓ The Sonostik™ Guidewire Introducer offers an easy, straightforward manner to achieve a successful IV placement with one clinician using one hand.
- ✓ Use of Sonostik™ Guide Wire Introducer will significantly increase the first-time success rate, increase patient satisfaction, and decrease insertion time.

MARKET OPPORTUNITY: There are over 1.8 billion IV catheter placements each year, representing \$4.9B in peripheral IV catheter sales. This market has a CAGR of 6%.

- ✓ Total Available Market of \$4.9B
- ✓ Sizeable Addressable Market of \$2.1B
- ✓ Serviceable Obtainable Market of \$1.05B

COMPANY MILESTONES: The Company has raised \$2M from a Leading Family Office in the United Arab Emirates in a SERIES A round and has achieved the following milestones:

- ✓ Achieved design specifications for market-ready product entry.
- ✓ Secured positive clinical feedback in multiple initial test sites.
- ✓ 510(K) clearances in place on the initial device
- ✓ Special 510(K) application submitted and in process.
- ✓ Secured global manufacturing & distribution agreement with MedSource Labs Chanhassen, MN.

FINANCING: The Company is preparing for a Pre-Series A-2 round raise of up to \$750K to support:

- ✓ Manufacturing and production ramp up.
- ✓ Conduct initial clinical validation of the product with in-patient use.
- ✓ Develop product line extensions for Midlines, PICCS, and Anesthesia.
- ✓ Implement product launch into both the US and UAE markets.
- ✓ Secure initial orders and market adoption.

<https://sonostik.com/>





TRAVELADVANCES.COM

TRAVEL NOW - PAY LATER

Industry : Travel-Social Media (AI)

Launch : Q4 2024

MAU (2028) : 88 MM

Revenue (2028) : \$1.7B

EBITDA (2028) : \$1.05B

Investment Ask : \$29.6 MM

About the company:

TRAVELADVANCES.COM is the first integrated travel social media platform with BNPL to target millennials and travel enthusiasts.

The Opportunity

There is demand for a single platform, **currently not available**, which connects travel and social media users



Each week, more than **10 MM** travel-related hashtags searched



Currently **4.9 B** people use social media across the world



76% of social media users purchase what they see on social media.

Our Solution



Tommy Talk

A unique social media platform which enables you to post, talk, text, video & more. Introducing Tommy, your dedicated AI Travel Companion



Travel Mates

Travel Mates allows you to make new friends, experience unique adventures and create unforgettable memories.



Travel 100

Travel 100 provides you with the top 100 breathtaking travel locations eliminating the tension of searching for new adventures.

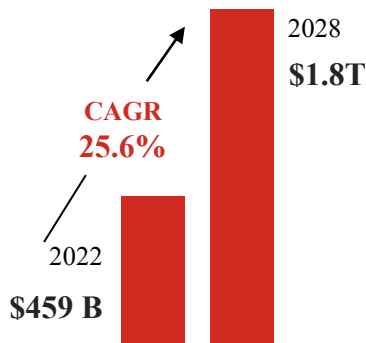


Travel Now - Pay Later

Travel Now - Pay Later enables customization of your travel plans without the hassle of worrying about upfront funding your trip.

Market Opportunity:

Global Online Travel Market



Why Now?

Currently, **no** travel e-commerce sites incorporate their own social media platform

- 87%** Millennials use social media sites for travel inspiration
- 77%** Businesses use social media to reach customers
- 70%** Travelers update their vacation status on social media
- 41%** 18-34 year olds use BNPL services

Target Market - Our core target are Millennials

CONTACT

Derek Cafferata

dkcafferata@traveladvances.com

+1-800-869-1209

YEAR 1&2

USA & Canada

Millennials : **76 MM**

Millennial %: **21%**

YEAR 3

UAE, KSA, UK & Europe

Millennials : **332 MM**

Millennial %: **29%**

YEAR 4

India, SEA & ANZ

Millennials : **1.3 B**

Millennial %: **28%**

YEAR 5

Rest of the World

Millennials : **1.7 B**

Millennial %: **26%**

Empowering Connections: Wildcard's AI-Powered Dating App Redefines Relationships and Personal Development

Introduction

Wildcard emerges as an innovative startup poised to revolutionize the online dating landscape with its AI-powered dating application that combines advanced algorithms with on-demand personal development content. Co-founded by Kiley Williams and Dr. Carlton Reeves, the company seeks strategic capital to fuel its growth trajectory, extending an invitation to industry experts to join them on this exciting journey. With over 805,000 dedicated intentional daters following the Wildcard team and generating an impressive 56.5 million monthly views, a clear demand for the blend of professional coaching and AI-powered matchmaking is evident, firmly anchoring Wildcard's business opportunity in a market that is expected to reach 1 billion subscribers to dating applications in 2033, spending over \$24 billion annually.

Vision and Mission

Wildcard's mission centers on fostering personal growth and nurturing meaningful relationships for those seeking intentional dating experiences. Leveraging cutting-edge technology and fortified by 40 years of research from our Chief Science Officer, the renowned Dr. Pepper Schwartz, a respected sexologist, sociologist, author, and a prominent television personality on "Married at First Sight," the company envisions setting a new standard in online dating.

Unique Value Proposition

At the heart of Wildcard's offering is "Mary," the AI Matchmaker employing proprietary advanced algorithms to assess users' qualities, preferences, and interests. This yields precisely tailored and compatible matches, heightening the prospect of authentic connections. The incorporation of customized content from relationship coaches, AI-guided conversations using Large Language Models (LLMs), and curated shared experiences enhances the overall user journey, effectively distinguishing Wildcard from conventional dating applications.

Market Traction

Operating in stealth prior to publicly launching, Wildcard has already secured noteworthy traction within the market through our influencer campaigns and the guidance of professional dating coaches like Sabrina Zohar and Masha Kay, alongside the "Do The Work" podcast, hosted by Sabrina and featuring prominent relationship experts. The Wildcard team has successfully amassed over 805,000 followers, garnered 56.5 million views, and has an engaged audience of 7.3 million intentional daters in the past 60 days, underscoring the demand for such services in cultivating meaningful, enduring relationships.

Investment Opportunity

Seeking a pre-seed investment of \$1.9 million, Wildcard aims to capitalize on its current momentum. These funds will be allocated to extend the dating apps' reach with a full launch in two metropolitan areas, Washington, D.C., and Seattle, thereby serving the burgeoning market demand. This investment will also enable product refinement and accelerate acquisition efforts, with the goal of converting intentional daters into paying subscribers.

Financial Projections

Leveraging the impetus of its growing momentum, Wildcard envisions converting 1% to 2.5% of its engaged daters into paying users, estimating a range from 73,000 to 182,000 users in the first year at an average monthly revenue of \$20.99 per paying user, significantly less than other products. With this projection, Wildcard's financial targets anticipate Year 1 revenue at \$4M and exponentially growing to \$39M in Year 2 and \$93M in Year 3 as additional users join.

Leadership and Team

Wildcard's founders are seasoned Carnegie Mellon University entrepreneurs, Kiley Williams (formerly Microsoft) and Dr. Carlton Reeves (formerly C3 AI and The White House Office of Science and Technology Policy), collectively possess the experience and vision necessary for driving the company's success. With the added expertise of Dr. Pepper Schwartz, and renowned dating coach Sabrina Zohar as Chief Engagement Officer, Wildcard's leadership solidifies its credibility and proficiency in the online dating realm. We look forward to the opportunity to speak with you.



EXECUTIVE SUMMARY

“Surgical site Infection five-year mortality rate is higher than for breast cancer, melanoma, Hodgkin’s lymphoma and many other cancers.” Rezapoor & Parvizi

XeroThera, Inc. was founded with the goal of developing and commercializing breakthrough technologies for the controlled and targeted delivery of antibiotics, analgesics, and other drug and biological molecules. The current standard is the surgeon prophylactically sprinkling a single dose before closing the surgical site. This has been shown to be woefully ineffective.

Target Market Represents an Enormous Opportunity and Unmet Need

Over 4 million eligible procedures = Total U.S. Market of \$5 billion with a 20% penetration = \$1 billion Total Addressable Market

XeroThera is initially focused on orthopedic surgeries to treat osseous defects which are surgically created or the result of traumatic injury to the bone and then expanding into elective procedures specifically hip and knee revision surgeries, spinal surgeries, primary replacement surgeries, with a total number of procedures in the US estimated to be more than one million cases annually.

XeroThera’s Game Changing Solution

XeroSyn™, is a biocompatible, highly porous, resorbable microparticle synthetic bone graft.. For its initial launch, it is intended to be mixed with an antibiotic of choice within fifteen minutes before application during surgery. The antibiotic is then continuously released in a controlled fashion for up three weeks.

Xero-AG™ (XeroSyn plus gentamicin) is designed to reliably and continuously deliver this antibiotic directly to the surgical wound starting at implantation and throughout the initial postoperative convalescence period. Xero-AG is intended for the prevention of surgical infections in orthopedic trauma surgery. The antibiotic is then continuously released in a controlled fashion for up three weeks. The Company will file a 510K for Xero AG in 2024.

Xero-AV™ (XeroSyn plus vancomycin). It is designed to reliably and continuously deliver this antibiotic directly to the surgical wound starting at implantation and throughout the initial postoperative convalescence period. Xero-AV is intended for the prevention of surgical infections in orthopedic surgery. The antibiotic is then continuously released in a controlled fashion for up three weeks. The Company will file a de novo 510K for Xero AV in 2025.

Capital Raised to Date:

\$1.5 million (Convertible Note)

\$1.1 Belgian manufacturing grant

Current financings:

\$750,000 Simple Agreement for Future Equity (SAFE)

SAFE Terms: \$10 million cap. 20% discount on A round share price

Use of Proceeds: XeroSyn 510K approval, Xero-AV Pre Sub FDA meeting, working capital

\$5 Million Series A Preferred:

Use of Proceeds: IDE approval for XeroSyn plus Vancomycin de novo pivotal clinical trial. XeroSyn plus Gentamicin 510KG IDE approval for pivotal trial working capital

Management has over 150 years of combined experience in Life Science, including two successful IPOs and acquisitions by Johnson & Johnson and Stryker Corporation.

Our Partners



GOLDEN TRIANGLE

GOLDEN TRIANGLE BUSINESS IMPROVEMENT DISTRICT (BID)

Formed in 1998, the Golden Triangle BID enhances Washington, DC's central business district, the 44 square-block area stretching from the White House to Dupont Circle. Home to almost 6,000 businesses, the BID has been a center of economic activity for decades, providing a clean, safe, and vibrant environment for hundreds of thousands of workers, residents, and visitors. The BID encourages placemaking and economic development through capital projects, public art, sustainability initiatives, and events, often through bringing together public and private partners and leading long-term efforts like the Penn West Equity and Innovation District. The Golden Triangle is also the first BID in the world to be certified through the U.S. Green Building Council's LEED for Communities program, achieving LEED Platinum certification.



OFFICE OF THE DEPUTY MAYOR FOR PLANNING & ECONOMIC DEVELOPMENT

THE OFFICE OF THE DEPUTY MAYOR FOR PLANNING AND ECONOMIC DEVELOPMENT (DMPED)

The Office of the Deputy Mayor for Planning and Economic Development (DMPED) assists the Mayor in the coordination, planning, supervision, and execution of economic development efforts in the District of Columbia with the goal of creating and preserving affordable housing, creating jobs, and increasing tax revenue. DMPED pursues policies and programs that create strong neighborhoods, expand and diversify the local economy, and provide residents with pathways to the middle class. The priorities for the Deputy Mayor derive from our broad goals of increasing affordable housing, increasing jobs and increasing District revenues. Together, they support the Mayor's vision of Inclusive Prosperity. Underlying all of our work is a commitment, driven by the Mayor, to good government and transparency.



TISHMAN SPEYER

TISHMAN SPEYER

Since its inception in 1978, Tishman Speyer has acquired, developed, and operated 505 properties, totaling 218 million square feet with a combined value of over \$124 billion. Tishman Speyer currently has approximately \$65 billion in assets under management, including iconic destinations around the world and innovative technologies to build a better future. Tishman Speyer creates vibrant communities and physical spaces that unlock human potential. Our diversified portfolio of life science, industrial, residential, office, and mixed-use spaces spans 32 markets across the United States, Europe, Asia, and South America. We are also a strategic investor in companies and technologies that are transforming how customers interact with real estate. Guided by a commitment to ESG principles and hospitality, Tishman Speyer's leadership team and on-the-ground experts are unparalleled in their ability to anticipate global and local needs, promote human health and well-being, and establish new customer-centric product lines and services.

THE GEORGE
WASHINGTON
UNIVERSITY

WASHINGTON, DC

THE GEORGE WASHINGTON UNIVERSITY OFFICE OF INNOVATION & ENTREPRENEURSHIP

The George Washington University (GW) Office of Innovation & Entrepreneurship provides programming around innovation, education, venture creation, and making connections to support GW entrepreneurs and the Mid-Atlantic startup community. Founded in 2010, the office has worked with thousands of students, faculty, and alumni, and serves as a focal point for entrepreneurship at GW. It leverages the unique strengths of our university's schools in the nation's capital to serve society at large through the knowledge and practice of entrepreneurship.

NEXT
powered by SHULMAN
ROGERS
the future of startup law

NEXT powered by SHULMAN ROGERS

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



AEG

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



NFP

NFP is a leading insurance broker and consultant that cares deeply about our employees' and clients' well-being. We're honest, hardworking, dedicated professionals who love what we do and strive to lead by example. But what truly defines us is that for us, business is personal.

At the end of the day, our vision isn't a financial metric or a top 10 list. It's that when you hear "NFP," you think of a world-class company that's authentic, genuine and real. One whose expertise and scale are only matched by its passion for building lifelong personal relationships.



RICHARD DIPIPPA, PARTNER, NFP

Rich DiPippo works with business owners, key executives, and families to help clarify their objectives and take action. Rich believes in a holistic approach to planning and works with many local attorneys, CPAs, and wealth management advisors to guide clients through the planning process. Rich is a 1979 graduate of The George Washington University. Following graduation, he served as the Academic Coordinator for GWU athletics and as an assistant baseball and wrestling coach. Rich joined New York Life in 1985 as an agent and became a member of the NYL Chairman's Council, representing the top 1% of all agents his last 11 years with the company.

THE MARYLAND TECH COUNCIL VENTURE MENTORING PROGRAM

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



BLU VENTURE INVESTORS

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



ASIAN AMERICAN CHAMBER OF COMMERCE

DR. CINDY SHAO, FOUNDER AND PRESIDENT

Dr. Cindy Shao is the founder and president of Asian American Chamber of Commerce (AACC), an organization dedicated to improving the economic development for AAPI businesses in the Metropolitan DC area. Cindy served as an Advisory Committee Member on FCC's Advisory Committee on Diversity and Digital Empowerment (ACDDE) and is currently serving as the chair for Chinese Culture Institute. She is also a member of the advisory board of Montgomery County Chamber of Commerce, a member of the Blueprint Virginia 2030 Advisory Council, and a grant committee member of ArtFairfax. Cindy has been named one of the top 50 influential women of Virginia by Virginia Lawyers Media.



ENTERPRISE TRANSFORMATION SOLUTIONS

INES LEBOW, FOUNDER AND PRINCIPAL @ilebow1

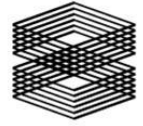
Ines LeBow is the Founder and Principal Startup Consultant at Enterprise Transformation Solutions (ETS), which advises entrepreneurs on how to position themselves for funding. Over the course of her 30+ years in the industry, Ines has helped companies secure more than \$800M in funding, led start-ups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



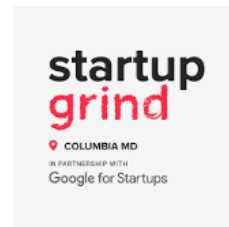
Thank you to our Partners



GOLDEN TRIANGLE



TISHMAN SPEYER



KEIRETSU



FORUM



ROBERT H. SMITH SCHOOL OF BUSINESS

DINGMAN CENTER for ENTREPRENEURSHIP



Big Idea

CONNECTpreneur

**REGISTER FOR OUR
NEXT VIRTUAL EVENT!**

September 28th



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

October 17th



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



**SHOUTOUT TO OUR
PREP TEAM**

