

**Big Idea**  
**CONNECTpreneur**

**VIRTUAL ROCKET  
PITCH + POWER  
NETWORKING**

**29  
FEBRUARY  
IIAM - IPM EST**

**CONNECTPRENEUR.ORG**

# AGENDA

**11:00 - 11:05 AM**

## VIRTUAL NETWORKING

**11:05 - 11:15 AM**

## WELCOME & INTRODUCTIONS

- TIEN WONG, Founder and Host, CONNECTpreneur Community
- SKYLAR RALLISON, Community Manager, CONNECTpreneur

**11:15 - 12:00 PM**

## ROCKET PITCH SESSION

Companies will be introduced by:

- SARA CLASPER, Associate Attorney, NEXT powered by Shulman Rogers

**12:00 - 1:00 PM**

## PRESENTING COMPANY BREAKOUT ROOMS & VIRTUAL NETWORKING

# PRESENTING COMPANIES



**Axiom Holographics Holdings** - Bruce Dell



**BEMY Cosmetics** - Ted Schwarz



**DRI Biosciences Corporation** - Hao Chen



**Enamel Pure, Inc** - Nathan Monty

**FINALYTICS.AI**

**Finalytics** - Craig McLaughlin



**Healers PetCare, Inc** - Terri Entler



**Plexision** - Rakesh Sindhi



**Redev.io** - Dennis Specht

*Veza*  
INNOVATIONS™

**Veza Innovations** - Karen Maschi



**World Tree** - Cathy Key

# 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.



## **SKYLAR RALLISON, COMMUNITY MANAGER, CONNECTPRENEUR**

Skylar Rallison is a dynamic professional who wears multiple hats as the Community Manager for CONNECTpreneur and Business Analyst for Opus8. She graduated from The Marriott School of Business at Brigham Young University with a degree in Entrepreneurial Management. She has 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, Skylar thrives in the intersection of Community Management and Strategic Analysis.

Skylar enjoys her 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. Skylar is pivotal in fostering engagement and building relationships within the investor and entrepreneur community. She creates inclusive digital spaces where members can share insights, collaborate on opportunities, and build a supportive network. Her role includes but is not limited to, team management, event coordination, project management, and marketing.

She also enjoys her current role as a business analyst at Opus8. Opus8 assists companies and fund managers (private equity, VC, and hedge funds) raise private capital from family offices, UHNW individuals, and institutions. Skylar leverages her analytical mindset and attention to detail to provide valuable insights for Opus8. Through her meticulous analysis of investment opportunities and industry research, Skylar helps drive informed decision-making, enabling Opus8 to curate high-quality events that bring together investors and promising ventures.



Axiom Holographics creates a new type of Hologram Technology. Holograms are objects that float in the air and look real, but they are made out of laser light. Axiom makes a range of hologram devices. For example, we make a hologram table where cities made of light appear on top of a 6.5-foot table. The cities look 3 dimensional like little models. This can be used in government planning, defence, architecture, education, mining, medical, and entertainment.

CLICK HERE FOR A YOUTUBE VIDEO that shows our hologram devices: <https://youtu.be/3eaeXZPy4PU>

### **Problem We Solve**

Normally hologram technology costs millions of dollars and is only used by top universities and science centers. Axiom Holographics found a new and different way to make better holograms for less than 5% of the cost. This cheaper price allows many use cases to now be profitable.

### **Existing Customers**

Although Axiom Holographics has only recently commenced sales, many of the world's top brands have already purchased these high-quality products. Our customers include Bentley, Airbus, Lockheed Martin, British Defence, US Marines, numerous universities, and governments. Axiom Holographics created the hologram Aquarium room for Bill Gates's luxury Four Seasons resort in the Maldives. These devices are priced between \$100k and \$300k (USD) and have a 75% profit margin.

### **Entertainment Division**

The Company also has a hologram entertainment division, called "Hologram Zoo". A Hologram Zoo is like a normal Zoo except all the animals are life sized 3D laser projections. Customers visit this attraction and pay around \$20 USD for 45 minutes.

There is different content every 3 months. Axiom Holographics do not operate these centers, instead they sell the equipment (around \$290k) and receive an ongoing content fee (\$50k a year). Existing trials in Australia made around \$315k (AUD) in 42 days.

### **Credibility**

Axiom Holographics was awarded Time Magazines Best Entertainment Technology 2023 (We shared the category with Apple). The Thomas Edison awards is one of the top awards in the US for Technology. Previous year's winners were Elon Musk and Steve Jobs. Axiom Holographics' CEO Bruce Dell is this year's winner in the field of entertainment technology. There are around 150 articles on the internet from many of the world's top tech sites about Axiom Holographics' new Hologram Zoo device. (106 of these articles all appeared in 10 days) a very large number of reporters has visited Axiom Holographics from around the world.

### **Business Plan**

Last year Axiom Holographics sold \$2.6M USD worth of products with only one salesperson, and all customers had to fly to Australia to see it. We are raising investment to open show rooms in the US and other places so that customers will not have to travel so far to buy. This year we have also began selling entertainment devices, these sell for a lot more than the non-entertainment, we expect a fast world-wide expansion.

### **Management**

The Chairman is David Merson who previously ran "Mincom" the largest technology company in southern hemisphere. The CEO is Bruce Dell who is considered to be Australia's top inventor.

**Summary:** BEMY is an early stage, dermatology-focused biotechnology company headquartered in Houston, Texas. Enabled by patented technology, our scientists have engineered a new and highly innovative platform in skin rejuvenation, centered on the reprogramming of one's own aged human skin cells into younger and revitalized cells. The company, founded by PhD scientists and entrepreneurs uses modulating components, such as messenger RNA (mRNA), in rejuvenating and optimizing the cellular components, and combining these youthful proteins, peptides, cytokines, growth factors with other ingredients, for cosmetic and therapeutic applications. The flexibility of BEMY's technology centers on the creation of customized formulations to meet personalized needs. Through this technology, we can rejuvenate any individual's skin cells and those cells' intercellular components to a younger state, wherein pro-aging genes are suppressed and anti-aging genes are stimulated.

**Mission:** To create the most effective and personalized skin care product ever produced by employing cutting edge mRNA technology and adhering to the highest standards of clinical science.

**Market Strategy:** BEMY's initial market strategy selling its products through dermatology, plastic and cosmetic surgery clinics and med spas by mobilizing these physician skin experts in becoming BEMY's high level sales force. Additionally, BEMY intends to create consumer demand for their product by leveraging various curated lifestyle, beauty and style websites and social media posts. Once ultra-personalized market is underway, BEMY will expand mass market opportunities by creating lines of skin cream for specific skin types.

**Competition and their Drawbacks:** Below is a list of BEMY's potential competitors in the anti-aging skincare marketplace estimated to be around \$130 billion dollars worldwide with a CAGR of 9.2%.

- Restorative Skin Complex by Alastin (owned by Galderma) – proprietary blend of active peptides and botanicals (**non-autologous**) - A key differentiator with TriHex Technology is its proprietary recycling mechanism to help REMOVE aged, damaged fragments and restore the optimal environment for new, healthy collagen and elastin.
- TNS by SkinMedica (owned by Allergan, an Abbvie company) – Neonatal fibroblasts (**Controversial / Does not use autologous cell media and does not have individualized base of added small molecules**)

**Investment Needs and Offer:** Having raised almost \$1,104,000 from founders and outside investors since 2021, BEMY is currently seeking up to an additional \$3,190,625 USD in seed round funding for a second clinical trial, marketing, key employees (CEO), software development, scaling up operations and IP over next 12 months. Private Placement Memorandum available upon request.

<b>Management Team:</b>	<b>Theodore (Ted) Schwarz</b> Chief Executive Officer	Former President of SkinMedica, which was sold under his leadership to Allergan for \$350 million in 2012. Former member of Alastin Skincare's Board of Directors. BA Michigan State University, University of Chicago.
	<b>Eduard Yakubov, Ph.D.</b> Chief Scientific Officer	First to demonstrate that somatic cells can be reprogrammed (using mRNA) into induced pluripotent stem (iPS) cells. First to use modified mRNA (mmRNA) encoding telomerase reverse transcriptase (TERT) to extend the lifespan of human cells. More than 15 years in the field of RNA Pharmacobiology. Dr. Yakubov, earned his Ph.D. at Weizmann Institute of Science (WIS) and trained at WIS and Stanford University, School of Medicine.
	<b>Andrew Frankel, M.D.</b> Chief Medical Officer	Dr. Andrew Frankel is a world-renowned facial plastic surgeon specializing in facial rejuvenation surgery rhinoplasty and revision rhinoplasty. While maintaining a busy practice at the Lasky Clinic in Beverly Hills, CA, Dr. Frankel has remained active in clinic research. He has authored numerous publications and book chapters, and he has also participated in several FDA research trials.
	<b>Brad Pylant</b> Chief Operating Officer	CEO, phaRNA. Experts in design, optimization and development of messenger RNA for research use. President, Village Compounding Pharmacy. Experts in customizing formulations for precision medicine. BBA, Texas A&M, MBA, TCU
	<b>Mark Johnson</b> VP of Business Development	CEO, Amerra, Inc. Specializing in medical communications, 3D visualization and cloud-based platform solutions (2003-present). Co-founder, Endothelix, Inc. BED, Texas A&M

**Financial Summary:** The following estimate of financial projections is made in good faith based upon the information available to the Company. It is based on commercial activity *after* the seed round. However, there can be no assurance that any of these projections will be achieved. Please review Risk Factors contained in the Private Placement Memorandum for a discussion of the various risks facing the Company in achieving these projections.

Projections	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Gross Sales</b>	\$686,000	\$3,500,000	\$12,351,631	\$40,347,075	\$73,406,419
<b>Net Income</b>	(\$1,850,000)	(\$1,200,000)	\$952,169	\$4,381,002	\$11,512,780

# DRI Biosciences Corporation

*Discovery – Research – Innovation*

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Frederick, Maryland 21703  
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E-Mail: [hao.chen@DRIBiosciencescorp.com](mailto:hao.chen@DRIBiosciencescorp.com)  
<http://www.dribiosciencescorp.com>

## Executive Summary

For some 10 years since its founding, DRI has focused on aging and developmental disorders with the objective of restoring health to the aging population and youth. During the last three years, DRI achieved a breakthrough to reverse these disorders, currently without means of intervention, affecting some 1.6% of the world's population.

DRI's scientists found that the key pathophysiology of neurodegenerative and neurodevelopmental disorders is the result of a common neurochemical imbalance. The genes encoding the activities of these pathways are implicated in the aging process and affected by human environmental interactions. DRI also discovered objective blood-based proprietary biomarkers to match patients with precise interventions.

DRI has identified a novel combination of readily available drugs approved for other indications that, when taken just once a day, can restore the balance in both conditions and has conducted animal studies showing that the restored balance can normalize behavior, protein expressions, and related physiological alterations that restore patients to a healthy life.

While human clinical studies using this novel combination of readily available drugs will initially provide quick and inexpensive validation for humans afflicted with Frontotemporal Dementia (FTD), an orphan condition suffered by actor Bruce Willis that shares a pathophysiological mechanism with other age-related neurodegenerative disorders including Alzheimer's, and Fragile X Autism (FXS), an orphan condition that shares pathophysiological conditions with Autism Spectrum Disorder (ASD), DRI also has developed a novel, safe, well tolerated "first-in-class" drug candidate with the potential to benefit a wide spectrum of more complicated dementia and ASD conditions to follow.

A total of \$23 million can take DRI through human clinical trials for FTD and FXS in 36 months. As a result of DRI's breakthrough, a Series A investment of \$4M will take it through phase I. Of the \$4M, \$2 million will be used to fortify the underlying intellectual property, conduct drug-mixture formulations, and organize a clinical leadership team; and \$2 million will be used for studies to determine appropriate dosages and target engagements. A leading FXS research foundation (FRAXA) has pledged support for the clinical studies as part of its research strategy and notes that, while other companies have come and gone, DRI is the market's longest standing biotech/pharma company devoted to FXS research and drug development. Assuming DRI's continued success, the remaining \$19 million will be raised in a Series B round for the completion of phase II.

Identifying patients based on DRI's proprietary biomarkers will reduce the time to clinical study completion and maximize the chance of clinical success, providing opportunities for acquisition or IPO during the 36-month clinical study time frame. The ability to provide effective interventions initially for the orphan conditions and later for a wide spectrum of dementia and ASD conditions, currently without any means of improvement, represents a multi-billion-dollar market opportunity.



Enamel Pure, EP, is revolutionizing the preventive dentistry market. The American Dental Association surveyed 40,000 offices in 2021 and notes Americans spent \$22B on hygienist visits and clear aligners.

**The Problem** Regrettably preventive dentistry technology is 50 years old, leverages manual techniques with no computerized diagnostics, is unnecessarily unpleasant for the patient and hygienist, and is clinically limited leaving Americans with thin yellow teeth and perio-pockets.

**Our Solution** is a combination laser and AI imaging device. The laser modernizes dental cleanings, replaces fluoride with laser hardening, and improves whitening. The imaging camera leads to a first ever AI oral health report and a measurement file that is licensed to define a course of clear aligners.

**How Does It Work?** 150M patients visit the hygienist yearly to have their teeth cleaned. The laser cleaning is quiet, sensationless, no spitting or rinsing, and twice as fast. The imaging snaps pictures in between the laser pulses so both cleaning and imaging happen simultaneously. When a patient revisits the hygienist, the previous 3D oral model is compared to the present imaging to allow the AI to diagnose oral health concerns, track clinical improvements, and predict lifelong results.



**Go-to- Market Strategy** Three distributors service over 150,000 dental offices in the USA, and EP is in discussing with Henry Schein, the largest dental distribution company in the world, to represent and sell Enamel Pure's products. EP has multiple meetings with Schein, even up to the Board level, and has developed a close working relationship.

**How Do We Make Money?** EP sells the medical device generating capital equipment sales, charges per procedure for recurring clinical revenue, and licenses the use of our imaging and measurement data for AI and clear aligner implementation.

**Our Team** EP has 12 part- and full-time team members, we are serial entrepreneurs and started another company in the dental market, so we are experienced and know dentistry.

**Competition?** Our only competitor is the existing methods; EP has no direct competition. One founding partner is also a patent agent, so EP has 19 patents filed and 6 more in work.

**Where Are We At?** The device design and pre-manufacturing builds are complete, the FDA clearance application was submitted in December '23, our pilot manufacturing build is scheduled for the end of February, and EP hopes to start device sales and shipments in May.

**The Ask.** EP has raised over \$1M and is looking to raise an additional \$300k. It is the sale of preferred equity at an \$8M pre valuation. When EP has FDA clearance and our first sales order, about the May timeframe, the valuation will increase significantly.

**Fun Facts.** Training on the device is 6 hours of on-line videos and half a day of in-office hands-on training. The device costs about \$35k, is less than \$800 per month on a 5-year lease. The dental market is commonly believed to be slow and stodgy, but the reader might be surprised to know that 40% of USA dentists are women, and a third are minorities. Based on dental school trends, by 2032 half the dentists in America will be women. With the demographic change, technology adoption has increased.

# FINALYTICS.AI

**Value Proposition:** *Finalitytics.ai enables banks and credit unions to personalize the digital experience using AI to drive new customer acquisition, increase wallet share, and improve satisfaction.*

## Company Background:

*Finalitytics.ai was founded in 2021, and has been self-funded to date, growing to over \$1.5m in ARR with 16 customers.*

## Leadership Team:

*The senior management team at Finalyitics.ai is comprised of seasoned digital banking veterans with decades of combined experience in banking:*

*Craig McLaughlin: CEO & Co-founder, with 25 years of banking experience.  
Mark Ryan: CAO & Co-founder, with 25 years of banking data experience.  
John McKenna: VP of Sales, with 31 years of banking sale experience.  
Michael Carter: CMO, with 30 years of banking marketing experience.  
Scott Barnard: CTO, with 20 years of development and UX experience.  
Baron Conway: Chief Strategy Officer, with 25 years digital finance experience.*

## Products/Services:

*Finalitytics.ai is our flagship product – a SaaS platform. It delivers a holistic customer experience bridging the gap across online banking, CRM, and online account origination systems, enabling 'Segment-of-One' personalized experiences across all digital channels for banks.*

## Technologies/Special Know-How:

*We know banking and have deep expertise in data analytics. Our experience is in solving the challenges community banks face in navigating digital transformation. We recognized the market whitespace for personalization and set out to fill it, deliver truly omni-channel customer experiences.*

## Market:

*Our market is initially the 5000 banks and 5000 credit unions in North America. In the medium term we will expand to insurance and investment services.*

## Distribution Channels:

*We sell direct and through partners.*

## Competition:

*We compete against a series of technology competitors. Our strength is two pronged: (1) Industry specialization/integrations and (2) Speed to deployment with integration built into the offering.*

## Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue	300,000	1,324,908	\$ 3,974,724.00	\$11,924,172.00	\$23,848,344.00
EBIT	(1,295,033.00)	(19,485.00)	238,483.44	715,450.32	1,430,900.64

## Quick Facts

**Company Name:** Finalyitics.ai

**Contact:** Craig McLaughlin

**Address:**  
1825 S. Grant St  
San Mateo CA 94402

**Phone:** 415-806-3820  
**Email:** craig@finalyitics.ai  
**Website:** www.finalyitics.ai

**Industry:** Financial Services

**Domain:** Banking

**Bank:** First Republic

**Law Firm:** Mannat

**Patent Estate:**

**Number of Employees:** 12

**Amount of Financing Sought:**  
\$1m

**Current Investors:** Bootstrapped

**Use of Funds:** Product development and sales/marketing.

**Auditor:** TBD



## Healers PetCare Executive Summary

**Value Proposition:** Healers PetCare combines innovation, medical insight, and function with natural ingredients and sustainability in mind. Our products include bandages, topical first aid solutions and supplements with natural ingredients. We offer a unique line of protective boots and wraps for prevention, protection, and recovery. Crafted with eco-friendly goals and veterinary input, our offerings ensure durability and pet well-being, empowering owners with over-the-counter solutions to a pet's home care.

**Company Background:** Healers PetCare, Inc is a medical aid company that manufactures products that serve the pet wellness market. Healers™ began after founder, Terri Entler's beloved Jake paws were severely injured during a hike on a hot day. With no easy solution on the market Terri, an engineer, created Healers Medical dog boots with gauze insert. We have solid traction with sales of \$5M to date, \$1.5M in 2023 and products offered in 4500 CVS stores.

**Leadership Team:** Terri Entler- CEO/Founder 30 Years Product Development  
 Teresa Griffith- Director of Marketing 30 Years in veterinary industry  
 Joshua Pokrass- CFO 15+ years CFO working with startup and bringing to exit  
 John Cullen 20+ years successfully growing pet brands Nationally

**Products/Services:** Healers launched with their medical dog booties with gauze inserts that turn this wrap into a non-adhesive bandage. Healers protective wraps simplifies the bandage process and reduces environmental waste. Our first aid line uses natural ingredients that fight bacteria, and reduces healing time. Our supplements are organic and offer comprehensive blends to maintain pet health. Our systemic approach to pet health brings a full platform of OTC Pet Health products, keeping pets protected and healthy.

**Technologies/Special Know-How:** All our products are unique in their formulations and design. We hold these designs & formulations as trade secrets.

**Market:** The \$232B US pet industry has shown to be relatively recession proof with a 6.1% annual growth rate. Pet Health has grown to \$65B with a 10.2% CAGR. Customers are looking for OTC solutions similar to the human market that help them manage their pet's health without a veterinary visit. Dog boots also are in high demand to protect paws from injury during extreme weather conditions. Healers range of health products enable us to be a leader in both the dog boot and OTC space, with a SOM of ~\$100M. We sell B2B with an average sale price of \$16 at an average cost per units of \$6. Major retailers like CVS, Amazon, Chewy, Petco, Tractor supply are all carrying our lines.

**Distribution Channels:** Healers is selling direct to retailers. We have a 3PL distribution center in the Midwest that manages our larger retailers. Our products are sold in multiple retail channels: Pet specialty, Pharmacies, Mass Grocery, Hardware, Farm & Feed and Sporting goods stores.

**Competition:** Our competition serves dogs or cats or both. Their products are difficult to use with inferior ingredients and they are typically focused on a single category. Healers takes a systemic approach to pet health. We are your one stop shop for animal pet health. Our brand offers organic and pharmaceutical grade ingredients and our wraps are designed to fight bacteria and reduce the need for a cone.

**Quick Facts**

**Company Name:** Healers PetCare, Inc

**Contact:** Terri Entler

**Address:** 229 E Reserve St  
Unit 101, Vancouver, Wa 98661

**Phone:** 503-307-3086  
**Email:** terri@healerspetcare.com  
**Website:**  
[www.healerspetcare.com](http://www.healerspetcare.com)

**Industry:** Pet Industry

**Domain:** Healers PetCare

**Bank:** Umpqua Bank

**Law Firm:** Landerholm & Assoc

**Number of Employees:** 4 & 3 Contractors

**Leadership Team:**  
 Terri Entler, Founder CEO  
 Josh Pokrass, CFO  
 Teresa Griffith, Dir Mktg  
 John Cullen- CMO  
**Advisors:**  
 David Laurance: CEO Confluence  
 RX. Founder VetSource  
 Lou Doctor :Founder Cart  
 Logic/Velotech

**Amount of Financing Sought:** \$1M

**Current Investors:** Lou Doctor & Elevate Capital

**Use of Funds:** Marketing & Working Capital

### Financial Projections (Unaudited):

	2022	2023	2024	2025	2025
Revenue	749k	1.5M	4.1M	8.8M	17.2M
EBIT (dollars in thousands)	-73k	83k	803K	2.1M	4.6M

## BACKGROUND

Plexision develops markets cell-based blood tests for personalized management of transplant rejection, viral infections, and immune therapy of cancer. A University of Pittsburgh spinoff with exclusive use of licensed IP comprising 25 patents/pending patents that can sustain a multi-year, multi-product pipeline. We offer tests as a service as well as manufacture POC kits from our Reference laboratory. The lab is CLIA approved, cGMP-compliant, CAP accredited. The company's first rejection test, **Pleximmune™ is FDA approved.**

## PROBLEM

A transplanted organ can fail due to two types of injury. 1) T cell mediated rejection (TCMR) which if unchecked 2) can engage other immune cells to cause antibody mediated rejection (ABMR) leading to graft failure.

- **50% of organ transplants fail in 12-17 years. Organ Failure reflects Failure to manage Immunosuppression**, which results in Rejection, Infection, Cancers, Death.
- **Immunosuppression failure results in increased costs.**
- **The economic & healthcare burden associated with the vulnerable transplant & immunocompromised population is on the rise**, taxing the healthcare system with billions of \$ in extra costs.
- Invasive biopsies detect rejection, **do not predict** immunosuppression failure.
- **There are no good tests in the market** to predict infections.

## SOLUTION

**Plexision's complete suite of cell-based blood tests** are pioneering a predictive vs reactive approach to preventing and managing Rejection and Infection in transplant and immunocompromised population.

- **REJECTION:** to predict and diagnose T cell mediated rejection (TCMR).
- **REJECTION:** to identify patients receiving insufficient anti-rejection drugs.
- **INFECTION:** to guide the duration of Preventive antiviral therapy.
- **INFECTION:** to guide the duration of antiviral therapy during Active infection.

RESULTS are better drug management & minimization of the use of antiviral therapy which:

- Improves patient health and quality of life by minimizing drug side effects,
- Allows personalization of lifelong anti-rejection drug mgmt. & improves patient outcomes,
- Allows adjustment of antiviral drugs based on risk of infection.
- Reduces overall healthcare costs burden on the patient, hospital & third-party payors.

## REVENUE MODEL, MARKETING & TARGET CUSTOMERS

Plexision currently has two main revenue streams: 1) Reference Lab providing blood testing services for a fee to hospitals, 2) Fees gathered from collaboration via contract research for pharma companies that make anti-rejection drugs.

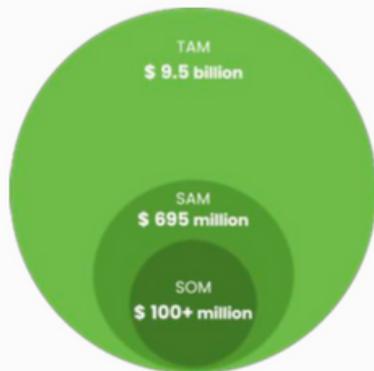
We are marketing to 2 types of customers.

### PRIMARY CUSTOMERS

Hospitals that perform pediatric & adult liver, intestine, solid organ & bone marrow transplantation.

### SECONDARY CUSTOMERS

- Contract research with pharma co. Making anti-rejection drugs.
- Channel partner with Diagnostic labs.



TEST	PURPOSE	INTENDED USE	POPULATION
Pleximmune™	Predict acute cellular REJECTION	Liver transplants Intestine transplants	Children up to 21 yrs.
Pleximark™	Predict acute cellular REJECTION	Kidney Transplants	All ages
PlexAPR™	Predict all types of REJECTION	Kidney Transplants Liver Transplants Intestine transplants	All ages
PlexCMV™	Predict CMV INFECTION	Solid organ Transplants Bone marrow Transplants Immunocompromized patients	All ages
PlexEBV™	Predict EBV INFECTION	Solid organ Transplants Bone marrow Transplants Immunocompromized patients	All ages

## COMPETITION

Other Rejections tests are based on cell-free DNA or gene expression, marketed by 3 companies. **Test turnaround time is 2 days** after receiving samples shipped overnight to central lab.

Plexision competitive advantage – as the only company in the market offering cell-based blood tests:

- **Quick turnaround** – rapid test results within 6-24 hrs. of receiving samples.
- **One-stop shop for blood tests** to predict rejection and infection
- **Competitive cost structure** – less than half of competition costs.
- **Science advantage** – high sensitivity & modular test design.
- **Predictive capabilities & benefits** – enabling timely intervention to prevent rejection and infection.
- **Improved decision-making** when rejection and infection co-exist.

OPPORTUNITY – CMS restrictions on cell-free DNA testing allowing Plexision to expand market share.

SEEKING \$10million over 2 years to achieve a revenue of ~\$80million within 5 years of funding.

- **Secured \$400K** –convertible debt investment by Innovation Works and LifeX.

## FINANCIAL PROJECTIONS (in \$million)



## TEAM

**Rajeev Sindhi, BE, CEO-Co-Founder, Investor,** bioentrepreneur of distribution of medical & diagnostic products in India  
**Rakesh Sindhi, MD, Chief Scientist Officer – Co-Founder,** transplant surgeon, Professor of Surgery at Un. of Pittsburgh, 25 patents/pending, over 150 publications  
**Ashok Reddy, BE, Director of Operations**  
**Chethan Ashokkumar, PhD, Director of Laboratory Operations,** Medical Technologists

## ADVISORY BOARD

**Nada Yazigi, MD, Chief Transplant Hepatology,** Georgetown-Medstar Transplant Institute.  
**George Mazariegos, MD, Chief, Pediatric Transplantation,** Hillman Center for Pediatric Transplantation, Univ. Pittsburgh.



**Redevi Inc.**

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**Management:**

*Dennis Specht, CEO*  
*Colleen Smith, Controller*  
*Eric Rosencwaig, Sales & BD*  
*Phil Ziegler, Technology*  
*Blaine Davidge, Solutions*  
*Desmond Wilson, PMO*  
*Dan Witmer, Partners*

**Industry:** Enterprise, Software, Infrastructure, Communications.

**Number of Employees:** #8

**Auditor:** CohnReznick

**Law Firm:** Gunderson Dettmer

**Amount of Financing Sought:** \$3M equity.

**Current Investors:** (\$1M Invested) Backed by Funds, and notable industry investors.

**Use of Funds:** Product Development, hire additional engineering, sales, marketing and other team members, and general corporate expenses.

**Company Background:** Redevi Inc. is transforming enterprise wireless connectivity. The company's AI-driven software platform provides a "Single Pane of Glass" for enterprise IT and facilities staff, facilitating the deployment and management of wireless networks. The company seeks to, Reduce Burden, Manage Complexity, and Save Time & Money for Enterprise Customers. With a proven track record of rapid customer acquisition, robust sales growth, positive cash flow, and effective monetization through managed, as-a-service models.

**Management:**

**Dennis Specht, CEO** – co-founder/exec, dynamicsoft acquired by Cisco, Quickplay/Roundbox acquired by AT&T, Siris, E&Y Entrepreneur, 3X Successful Exits.  
**Eric Rosencwaig, Sales & Business Development,** C-exec, technology/software companies – ABIS, KCDG.  
**Phil Ziegler, Technology** – Verizon, In-Building Lead, Industry Expert/Consultant, CIBET.  
**Colleen Smith, Controller,** CPA, former JH Cohn, controller – Roundbox, Siden, LRR.

**Products/Services:** Redevi's platform provides enterprise IT and facilities Staff a "Single Pane of Glass" for design, build and management of enterprise wireless infrastructure in multi-vendor/technology network environments including DAS, Public Safety, Private LTE/5G, & WiFi/Mesh. The platform delivers, consolidates, and connects; applications, cloud & networking, users, contactors/SIs, stakeholders, network monitoring & management, project management, economics, dev-ops, automated/custom workflows, powered with AI/analytics.

**Technologies/Special Know-how:** Redevi is the only company that addresses the needs of mid-market enterprise by managing the end-to-end workflow of network deployments, leveraging an AI-based software platform. The company has pending patents, combined with extensive trade secrets, a compelling brand, and experience providing positive outcomes for customers.

**Market:** The enterprise in-building wireless market is expected to rapidly grow to over \$18 billions by 2025, with a 12% CAGR.

**Competition:** In today's market, CTS and Strategic Venue Partners are the main competitors. However, mid-market enterprise customers are underserved, requiring specialized expertise and economics different from what larger market players offer.

**Distribution Channels:** Enterprises facing cellular, public safety and private network coverage challenges are rapidly implementing networks. Our target customers are mid-market enterprises, typically with spaces of around 1 million square feet or less, in the healthcare, IoT/manufacturing, and government/education sectors. Distribution channels include direct sales, channel partnerships with OEMs, systems integrators, and mobile service providers.

**Financial Projections (Unaudited):**

\$ in 000's	2023	2024	2025	2026	2027
<b>Revenue:</b>	\$1.5	\$6.7	\$24.0	\$59.5	\$111.7
<b>EBITDA:</b>	\$ --	\$1.4	\$ 5.2	\$ 13.0	\$ 24.5



## COMPANY PROFILE

### INDUSTRY:

Health & Wellness

**FOUNDED:** FEBRUARY 2021

### LOCATION:

Maryland + Ohio

### EMPLOYEES:

Founder + 8

### FUNDRAISING:

Seed Round

Venture is currently raising: \$1.48MM

### VERTICAL:

Disruptive, health-focused baby consumer products, both parent and child centric.

### PATENTS/IP:

Patent-pending US & International  
18/311,313 and PCT/US2023/20770

### FOUNDER | CEO:

Karen Goodman Maschi

### ADVISORY BOARD:

- Dan Goodman, Believe Entertainment Group
- Michael Recker, former company acquired by RING
- Fred Goodman, Founder, MRI Software
- Nikki Rotshtein, OTR/L (Pediatric Occupational Therapist)

## SUMMARY

Veza Innovations is an eco-friendly, disruptive health and wellness company heavily focused on parent and child wellness, as well as early childhood development.

### PROBLEM:

The baby industry is lacking products that provide parents with options, versatility, and functionality that benefit both the parent and child.

### SOLUTION:

For our first product, Veza has created a window of opportunity by creating the first **EVER** sit-to-stand convertible high chair. This was developed in conjunction with pediatric specialists and provides options and versatility for parents and children not yet available in today's market. Veza is creating an entire product line of revolutionary, distinct and innovative products to capture this massive market opportunity.

### TOTAL ADDRESSABLE MARKET:

Investing in motherhood is a nearly \$2 **TRILLION** dollar opportunity and the global (mid to hi-end luxury) high chair market alone is projected to be at \$1.78 **BILLION** by 2031. Veza will first target the U.S. and European markets.

### TARGET AUDIENCE:

Veza's initial target audience are children of mainstream families, as well as those families with children who have physical and/or developmental challenges and who may be neurodiverse.

### COMPETITIVE ADVANTAGE:

Veza's first product, the sit-to-stand convertible high chair, changes the methodology around meal time and offers unique and helpful features not currently offered by **ANY** competitor on the market. Veza not only addresses the daily needs of our consumers, but the postural and ergonomic needs, as well. We understand our customers and create products in a way they truly need to use them.

The Veza high chair is **patent-pending** in the U.S. and internationally. We plan to leverage our patent for future lines of products, such as our tech-enabled stroller.

### BUSINESS MODEL / PATH TO MARKET:

- D2C initially and once Veza scales, we will also go B2B.
- Path To Market: Veza has onboarded a highly-selective and premium development and manufacturing partner, Nottingham-Spirk, that will get Veza to market within 9-11 months. They have over 1400 commercialized patents and have generated over \$50 billion in sales for their clients.

### SOCIAL IMPACT:

Veza is wholly committed to improving our environment and reducing the plastic footprint by using eco-friendly, non-toxic materials throughout all of the products we create.

### 3D PRODUCT ANIMATION OF FIRST PRODUCT:

[Tinyurl.com/SitStandHighchair](https://tinyurl.com/SitStandHighchair)



# World Tree Technologies Inc.

**Company address:**

2447 Pacific Coast Highway  
2nd Floor  
Hermosa Beach, CA, 90254

Web address | [www.worldtree.eco](http://www.worldtree.eco)

**Industry:** Sustainable lumber

**Number of Employees:** 27

**Bank:** Bank of America

**Law Firm:** Morrison Foerster

**Amount of financing sought:**

\$4M Convertible Note (\$2.2M closed)

**Term:** 8% interest -3-year term

Interest paid quarterly

Optional conversion

20% discount on conversion

**Current Investors:**

Impact focused accredited investors and family offices.

\$16M Invested in Eco Tree Program

\$2.2M in Convertible Note

**Use of Funds:**

Funds will be used for scaling our forestry assets from our current 6,000 acres to 43,000 acres over the next 2 years. We currently have 38,000 acres in our pipeline. Capital will be used for due diligence, engineering and design.

**Business Description:** World Tree is a sustainable lumber company headquartered in California, with operations in 5 countries. We believe that nature-based solutions are key to solving issues like global warming, soil degradation and biodiversity loss. Our regenerative farm projects capture carbon, restore the soil and generate jobs while addressing the market gap in greener lumber. Our objective is to produce long-term financial returns while promoting a transition towards a more resilient and sustainable economy.

**Company Background:** World Tree currently has approximately \$240M of assets planted across 300 farm locations in the United States, Costa Rica, Guatemala, and Mexico with over eight years of experience in these growing regions. The Company has \$20M in firm commitments for project development and 7 Institutional Investors with significant interest in funding a project pipeline.

**Management:**

**Doug Willmore – CEO:** Led the growth of a start-up pathology laboratory’s revenue, increasing it by 20x in just 4 years, leading to a successful exit. He was also City Manager of Rancho Palos Verdes, Bell and El Segundo, CA and Chief Administrative Officer at Salt Lake County, UT managing thousands of staff and multi-million-dollar budgets.

**Deborah Cullen – Chief Financial Officer:** Experienced financial executive with several decades managing the United States Postal Service expedited package service business with an annual revenue of \$5B+. Deb also managed multi-million-dollar budgets for the cities of Rancho Palos Verdes and El Segundo.

**Drake Swezey – Chief Operating Officer:** Is an operations specialist dedicated to regenerative agroforestry and natural resource management. He holds a BS in Environmental Science from the Santa Clara University and an MBA from the University of Colorado Boulder.

**Dr. Cathy Key – President:** With a PhD in Anthropology and 20+ years business experience. Cathy has 8 years of experience working with Empress Splendor trees and was instrumental in designing World Tree’s Eco-Tree Program.

**Product:** High quality, fast-growing, hardwood lumber (Empress Splendor). We operate and manage farms to produce prime grade lumber more quickly and at greater volume than other farm systems. We can grow 3 harvests of Empress – from a single planting - in the time it takes to grow 1 harvest of cedar.

**Technologies/Special Know-how:** 8 years of experience growing Empress Trees in hundreds of locations; a collection of 18 exclusive non- GMO for superior growth and site-specific performance; Designers of Empress-based farm systems that integrate Empress trees with food crops and livestock.

**Market:** In the \$180B North American market, we are focused on quality veneers, furniture, cabinetry, board sports, and guitars. Empress is an excellent alternative to cedar, redwood, ash, and birch, all subject to supply chain issues due to climate change. Global demand for lumber is expected to quadruple by 2050.

**Distribution Channels:** We currently supply lower-volume sales to high-profile companies (e.g., name-brand guitar manufacturers, boat builders, architects, designers, and furniture manufacturers). Sales are in step with our current inventory.

**Competition:** Other companies growing Empress include Paulownia Germany, IPaulownia and WeGrow. These companies are primarily based in Europe. In North America, our target customers are using birch, ash and redwood, which have similar characteristics to Empress wood. These species are endangered, and Empress is a sustainable, fast-growing alternative.

Financial Projections:	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
Revenue (\$ in 000’s):	\$1.9	\$1.5	\$5.1	\$12.4	\$16.6	\$23.2	\$27.2	\$36.1	\$50.1	\$52.9	\$62.6
Acres under management (000’s):	4	6	23	44	68	104	145	191	237	283	328

# PARTNERS



## **NEXT powered by SHULMAN ROGERS**

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

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



## **ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS**

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



## **AEG @enterpriseGrowth**

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



## **MARK HAAS, CEO, AEG @MarkHaas**

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



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

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

# PARTNERS



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

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

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

## **REFRACTION @refractionpt**

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



## **ESTHER LEE, PRESIDENT & CEO REFRACTION @eeeclee**

Esther Lee is the President and CEO of Refraction, a technology innovation hub in Northern Virginia, focused on fostering innovation and entrepreneurship by nurturing and mentoring startups and high-growth companies. Prior to joining Refraction, Esther served as Secretary of Commerce and Trade for the Commonwealth of Virginia, where she oversaw 14 state agencies. In that role, she led Virginia's successful bid for Amazon's second headquarters (HQ2). Esther has also served as Global Chief Marketing and New Business Officer at Burson-Marsteller, a leading global strategic communications firm, advising major clients like Samsung, Coca-Cola, and Marriott. In 2009, President Barack Obama appointed Esther as Senior Policy Adviser to the U.S. Secretary of Commerce. She created and led the Office of Innovation and Entrepreneurship and the National Advisory Council on Innovation and Entrepreneurship. She also launched the White House "Startup America" initiative and the Presidential Summit on Entrepreneurship.

## **DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND @UMD\_Dingman**

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



KEIRETSU



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.



## February 29 Attendees

### As of 02 29 24

SPEAKERS			
First Name	Last Name	Title	Company
Tien	Wong	Founder and Host	CONNECTpreneur
Skylar	Rallison	Community Manager	CONNECTpreneur
Sara	Clasper	Associate	NEXT powered by Shulman Rogers

PRESENTERS			
First Name	Last Name	Title	Company
Bruce	Dell	CEO	<b>Axiom Holographics Holdings Limited</b>
Ted	Schwarz	CEO	<b>BEMY</b>
Larry	Horn	CEO	<b>DRI Biosciences Corporation</b>
Nathan	Monty	Co-Founder and CEO	<b>Enamel Pure, Inc</b>
Craig	McLaughlin	CEO	<b>Finalytics.ai</b>
Terri	Entler	CEO	<b>Healers PetCare, Inc</b>
Rakesh	Sindhi	CEO	<b>Plexision</b>
Dennis	Specht	Founder and CEO	<b>Redev.io</b>
Karen	Maschi	Founder and CEO	<b>Veza Innovations</b>
Dr. Cathy	Key	President	<b>World Tree Technologies Inc.</b>

ATTENDEES			
First Name	Last Name	Title	Company
Nicholas	Abel	CEO	Finev
Youssef	Abubaker	Founder	Technovative
Mohammed	Achegbulu	Warehouse Worker	Pepsicp
Beth	Adams	Founder and CEO	Martattue Consulting Services
Terry	Adams	Director, Office of Technology Commercialization	WPI
Michael	Adler	Managing Partner	Adler Consulting Strategies LLC
Abdes	Afras	CEO	Wellavi
Abdeslam	Afras	CEO	Wellavi
Shikhin	Agarwal	Founder & CEO	StatsLateral, Inc.
Greg	Agriopoulos	CEO & founder	Magos
Sofia	Ahsanuddin	VC Fellow	Draper Associates
Mohammad	Akhtar	Head of Business Development	QV Bioelectronics
Caleb	Akubo	Educational Consultant	The Route Dynamic Enterprise
Scott	Alford	COO	Oraclum Capital LLC
Fowaz	Alghamdi	CEO	Dream Rides
Nura	Ali	CEO	Bold Branding Group
Vagif	Aliyev	Founder	Triply ai
WD	Allen	Adjunct Prof	University of Missouri
Saif	Alremeithi		Georgetown University
Melissa	Alvarado		Blooming Sunflower
Kam	Amir	Director Technical Alliances	Cribl
Emmylou	Andino	Sales & Marketing Head	Kwanii Inc.
Meet	Aneja	Head of Finance	MMI North America
Meet	Aneja	Head of Finance	MMI
Suresh	Annappindi	CEO	Xoom Foods
Richard	Antwi-Boasiako	VP	Sandbox Industries
Erica	Aoki	Partner	Aoki Advogados
John	Archer	Chief Scientific Officer	HutanBio
Aveline	Argo	Program and Business Development Manager	Georgetown University Entrepreneurship Initiative
Puneeta	Arora	Patent Specialist, Co-Founder	Avidinvent
Aziz	Assi	Senior Consultant	PanMed Energy
Reed	Atkin	Principal	Alexander Ventures
AJ	Attavar	Investor	NPS, Inc
Brandon	Audeh	CEO	Batech Cybersecurity Solutions
Kai	August	CEO	Beige LLC
Darrin	Auito	Partner	HEA Law PLLC
Seifollah	Azadi	CEO	PurMa Biologics, LLC
Aydin	Babakhani	Founder and CEO	Nervonik Inc
Gagan	Baghel	Software Developer	Veberszone
Rebekah	Bakker	Managing Partner	Disher
Albert	Baldwin	Founder/CEO	Alfa Omega Grafx
Daniel	Ballin	Chief Executive	Ideas Crucible
Thomas	Balzer	Chief medical officer , SVP Clinical Development	Lakewood Amedex
Riko	Banardi	Investor	Robin Hood Ventures
Justin	Banford	Corporate Attorney	Bean Kinney & Korman, PC
SJ	Barakony	Polymath/Sherpa	
Melissa	Barall	Angel Investor	
Ed	Barrientos	Investor	Zeitgeist Holdings, LLC
Tom	Bascom	President	LinkSpace, LLC
Paul	Bateman	Analyst	SCF Partners
Jay	Beam	Managing Director	Adasel Global Partners
Lauren	Bell	CEO	Kello TIme
Marcio	Benitez	CEO	ROOK

Eric	Bennett	CEO	Frontier Bio
Scott	Benson	Partner	Culhane Meadows PLLC
Bruce	Berkoff	Chair	
Bruce	Berkoff	Chair	
Bruce	Berkoff	Chair	
Dylan	Bermes	CEO	Health Advance Partners
Chris	Bermudez	Sr. Dir, Commercial Operations	Argonaut Manufacturing Services
La Shaun	Berrien	Executive Advisor	HJF
Urvashi	Bhatnagar	GP	The Good Science Fund
Aaron	Birnbaum	CSO	Seron Security
Pallavi	Bobde	Software Developer	Veberszone
Cara	Bognar	Founder & CEO	Top Tier Lessons
Jose	Bolanos	CEO	Nimbus-T Global inc
Eric	Boltz	CEO	VILLAGER Inc.
Larry	Boodin	Business Development Director	Thompson Financial
Prasad	Bopardikar		
Phillippe	Bregeon	Co-Founder	The Pitch Place
Phillippe	Bregeon	Cofounder	The Pitch Place
Jan	Breukers	CEO	First Choice Bio, Inc.
Elena	Brevnova	CEO	Aise Bio
Elena	Brevnova	CEO	Aise Bio
Guy	Brinkley	Investment Associate	Next Wave Partners
Zachary	Brodsky	Deal Team	Florida Funders
Doug	Brown	Managing Member	DAB Holdings LLC
Harry	Bullen	Investment Analyst	PS27 Ventures
Renee	Bullock	President	Bullock Property Management
Tridonna	Bullock	CFO	VS
Patrick	Bumpus	Investor	Impact Venture Capital
Patrick	Burke	Sr. Dir. Business Development	Amarex Clinical Research
Angela	Burton	Director of Investor Relations	World Tree
Wade	Byrd	Founder CEO	QEPR, Inc
Sandra	Cai	Founder	Vallue
James	Campbell	CTO	CareForge AI
Harry	Cardy	VC	Impression Ventures
Christian	Carello	Angel Investor	Envisionit Consulting, LLC
Indira	Carey	Founder	AccelSci Consulting
Joe	Carlin	Principal	JonXeone Capital
Doug	Carney	Investor	Self
Darrick	Carter	CEO	PAI Life Sciences Inc.
Clarence	Carter	Real Estate Investor	Carter Capital
Hepzel	Castro	Independent Consultant	HCH consulting
Alison	Cerny	Investor	Scrum Ventures
Eddie	Chan	Investor	LDVP
Karlie	Chen	Co-Founder	LightFare
Fiona	Chen		True Wealth Ventures
Catherine	Cheng	Angel Investor	Hustle Fund
Howard	Chernin	Chief Operating Officer	Cambridge Wilkinson
Nelson Hyde	Chick	CAO	Foil Flyer
Abol	Chizari	CEO	Auriplex Limited
Jason	Choh	Founder	
Andrew	Choi	CEO	Beige LLC
Jean-Luc	Choufani	Head of Investor Relations and Strategy	Algo Edge
Cameron	Clarkson	CEO	Book Blaster
Orin	Clay	Principal	JBOR Group, LLC
Carole	Coburn	BD	SkyePoint Decisions
Björn	Cochlovius	CEO	Medraxa Therapeutics
Dan	Coffing	CEO	Objectively, Inc.
Victoria	Collins	Founder	Buzzy Rocket
Kat	Conley	Real Estate sales associate	Long and Foster, Forbes Global Properties
Mark	Connell	President	SLBST
Alexandre	Contreras	President and Founder	Innovational Pet Product Division
James	Cook	GM	Cook's Outsourcing Network LLC
Jonathan	Corrales	Founder	Pubsworth
Amy	Cousins	Financial Advisor	BluePoint Financial Services
Christopher	Crean	CEO, Principal Consultant	Xyzagen
Chris	Cresswell	CEO	New Enterprise Ventures
Ulysses	Curry	Managing Director	Cogent Capital Strategies, LLC
Aleksandra	Cywinska	Business Dev Manager	KetoSwiss
Nadia	Dac	CCO	Omeros
Lubna	Dajani	MP	Allternet LLC
Darren	Dasburg	Board Member and BD Head	Gradient Medical
Nara	Daubeney	CEO and Co-Founder	Phaim Pharma
Will	Dawson	Owner	Orchard Gap Aviation
Shikinah	Dekkapaty	Innovation Officer	360DAI
Bruce	Dell	CEO	Axiom Holographics
Shantanu	Dev	CEO	Examd Inc.
Poorva	Dharkar	CEO	Ziva Consulting
Ajit	Dhavle	VP, Health IT Audits and Life Sciences	Quandary Peak Research
Mildred	Diggs	CEO	Journiy
Belinda	DiGiambattista	Founder	Choose Your Metric
Malaika	Dirieh	Founder	Gintention

Ray	Dizon	President	K2G
Desiree	Doubrox	Founder	HomWork
Michael	Doyle	Managing Director	Goldin Ventures
Carrie Cummings	Driscoll	President	Reef Consulting
Dejana	Dua	Partner	Anexa Capital
Athenasius	Duma	CEO	A.D Ventures
Radha	Duttagupta	VP, Clinical Affairs	Nucleix
David	Ealey	Ambassador	ReRent
David	Ealey	Ambassador	ReRent
Barrett	Edgington	Principal	Signal Peak Ventures
Annie	Eggleston	Managing Director	Charmides Capital
Sam	Eichner	IP Counsel	Pillsbury Winthrop Shaw Pittman LLP
Will	ELaissi	Founder	Fullsteam Health
Maria	Ermolova	Managing Director	Weild & Co.
Alicia	Erwin	Data scientist	Finev
Alicia	Erwin	Data science	finev
Idongesit	Essiet-Gibson	Principal	The Idyeas Group
Daniel	Esterhuysen	Publishing Partner	InnovationsoftheWorld.com
James	Evans	CEO	Phenovista
Matt	Evans	Consultant	Excellence in Financial Management
Erin	Evke	Founder	BioEvanescence
Chris	Ewing	President	Rev&
Herb	Ezrin	CEO & President	PVM Company, Inc
Raafat	Fares	Scientific Director	ERBC
Dan	Farrell	Chairman & CEO	Privos Capital
Christopher	Feia	Director	ZT Corporate
Dave	Feldman	Executive Director	Bethesda Green
Dave	Feldman	Executive Director	Bethesda Green
Benito	Fernandez	CTO & Co-Founder	The Whisper Company
Arthur	Ferrara	Founder/CTO	ReachOut.cloud
Dwight	Fischer	Founder	Covenant
Carla	Fleming	Consultant	Pivoting Strategies
Mark	Fling	Founder & Senior Consultant	Tech Infinity Consulting
Adae	Fonseca	CEO	ManaQi Holdings
Lance	Ford	Investor	Commutyble
Fred	Fox	Principle	Fred Fox Resources
John	Francis	Partner	Stout Street
Michael	Frank	CTO / Co-Founder	AtmoSense, Inc.
Maya	Frutiger	Head of Investor Relations & Communications	SMPA
Quiana	Gainey	Co-Founder CISO	360DAI
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William	Galle	Principal	Diversified Portfolio Strategies LLC
Audriana	Ganus	Personal Banker	5/3 Bank
Changshou	Gao	CTO	Innovent Biologics
Chris	Garabedian	CEO	Xontogeny
Shikhin	Garg	CoS	Inventus Capital
Tina	Garyantes	COO	Linnaeus Therapeutics
Lisa	Gearlds	CEO/Founder	A Token of Love Inc
Asher	Gendelman	Sales	Sales Matters, LLC
Jessy	Gendelman	CEO	Capstone Financial
Asher	Gendelman	Sales	Sales Matters
Mark	Geoghegan	CEO	Bamboozlers Spirits, Inc.
Ali	Gerami	CEO	BoldPine LLC
Danielle	Germain	Founder and CEO	Career Toolkits By Dee
Dr. Martin Alexander	Gershon	Managing Partner	Endeavor Life Science Venture Funds
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Gregory	Giammittorio	Partner	Potomac Law Group PLLC
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Peter	Gladis	President	Peter Gladis Consulting, LLC
Yumi	Goda	Investor	MUFG Innovation Partners
Kim	Godson	Analyst VC	AFI
Simon	Godwin	Partner	Transfirm, LLC
Andrew	Goetzinger	Account Executive	Mulbah Media
Majid	Gol	CMO	Joon
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Neil	Goldstein	Chief Scientific Officer	
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Todd	Gray	Founder and CEO	Bio_Sole International Group
Alexandra	Grazhevskaja	Principal Product Manager	Playtika
Richard	Greene	CEO	RGA
Jace	Greenman	Co-Founder	Salesium
Teresa	Griffith	Director of Marketing & Sales	Healers PetCare
Brian	Groch	CEO	Oscillo Biosciences
Kristin	Gross	Founder	Navdee

Elena	Gross	CEO and Founder	KetoSwiss AG
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Johnny	Guielebo	CEO	Trendyfy
Fred	Gumbinner	President	Keiretsu Forum/Icon Finance
Chris	Hackley	CEO	Eucalyptus Bio
Jim	Hadley	CEO	Tiber Solutions, LLC
Chris	Hagerup	Partner	Matchbox aka Tensource
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Maggie	Hall	Director	Red Swan
Christian	Haller	Managing Partner	ROG
William	Halliday	Partner	Williams Mullen
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Malcolm	Handelsman	ED	
Michael	Hanson	Consultant	Optimum Dynamics LLC
Tawanna	Hardy-Ventress	Small Business Coach	GOBE
Tawanna	Hardy-Ventress	Small Business Coach	Gobe
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Shannon	Harris	Co-Founder	Concrete Engine
Nader	Hawa	Engineer	Genex
Xiangrong	He		STS Synergy
Brian	Heller	Partner	Outside GC
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Alyse	Holstein	CEO	HPG Partners
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William	Kaafarani	Managing Director	MenaCare
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Alan	Kadish	CEO	Investormatch.ai
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Ryangguk	Kim	CEO	Oak Bioinformatics, LLC
Dan	Kim	CEO	SLBST
Samuel	Kim	Founder	College Bound Academy
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Stephen	Kiser	General Partner	Veteran Ventures Capital
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Ted	Koblick	Vice President	Net-AV
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Alexandra	Koptyaeva	Co-Founder and CEO	ClearMind Keyboard
Judy	Kosovich	Advisor	Perryman Technologies
Adam	Koster	CEO	Interactome Biotherapeutics
Ganna	Kostylova	Founder and Creative director	Powerplant Creative
Nick	Kovacic	Managing Partner	Nicholas Companies, LLC
Nick	Kovacic	Partner	DealMaker.tech
Goran	Krndija	Founder	Egressif
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Girish	Kukreja	Co-Founder	Encubate Tech Pvt Ltd
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Nikhil	Kumtha	Director	CLA
Uros	Kuzmanovic	Co-Founder & CEO	BioSens8
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Jack	Lee	Managing Director	Marketing Integration
Dennis	Lee	CEO, Owner	Vortex Space Systems, LLC
Bongmin	Lee	Technical manager	Kyocera
Anita	Lee	Founder	Twin Weavers
Brian	Lee		Georgetown
Steven	Lehat	Director	Colton Alexander
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Justin	Lewis	Owner	Ascending DevelopmentGroup
Zhichao	Li	Angel Investor	
Guosheng	Li	Sr. Scientist	Pacific Northwest National Lab
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Rebecca	Lin	Chief Strategy Officer	Accuryn
Rob	Link	Founder & CEO	Stealth Sustainable Startup
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Kimmey	Lun	Program Manager	CCFC
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Amrita	Madabushi	Founder	Empowerbio
Akash	Maharaj	CEO	Endorphin Global
Mike	Malloy	CEO	Malloy Industries
Patrick	Manning	CEO	Diagnostox
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Ariel	Mastbrook	CEO	Limitless Lioness VA
AnaLise	Matheson	Executive Director	Imma Give Her A Call
Dan	Mattock	EVP	Securis
Mark	Maxey	President	Rolling Pictures
Aisha	Mccain	CEO	Casual Recovery Enterprises inc
Mark	McMahon	CEO	AudioOne FYI
Marzetta	McNeal-Bracken	Independent contractor	
Maha	Mehanna	VP	XGen Pharmaceuticals DJB, Inc.
Brian	Mehnert	Operating Partner	Connected Ventures
Fay	Mehr	CEO	TraXel
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Lily	Meng	Founder & CEO	Social Shopper Inc.
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Brian	Meritt	Managing Director	Gaiterra LLC
Carlos	Mestas	Founder	ThriveBox
Rui	Miao		GWU
Chen	Michelle	Partner	Key2China
Randi	Miller	President	Venturesq
Benjamin	Miller	CEO	Indigo Nuclear
Brandon	Miller	Director	321 Capital Partners
Marcia	Miller	PSW	Miller's Healthcare

Quentin	Milner	Founder	Young Knowledgeable Men, Inc.
Miriam	Minkowitz	Associate	Spring Mountain Capital, LP
Loren	Minkus	Consultant	Concept Equity Group
Loren	Minkus	Consultant	Concept Equity Group
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Samantha	Mitchler	Risk Advisor	Relation Insurance Services
Charles	Mobbs	Founder	Gilga-Med
Judy	Mod	Founder + CEO	Innovations Domain, LLC
Mpho	Molepo	Business Development Manager	Harvey law group
Pouya	Monfared	Senior Software Engineer	Negotiator
Daniel	Montero	CEO	BCDS
Alicia	Moran	Director, innovation and Entrepreneurship	Pgcedc
Joseph	Morena	CEO	Yoobux
John	Morgan	Managing Partner	Morgan Global LLC
Tina	Moriarty	Ops Manager	Malloy Industries
Ron	Morrell	Advisor	Morrell Associates, LLC
David	Morris	Sales Consultant	
Roy	Morris	Partner	
Rawan	Morshed	Dalhousie University	
Gary	Morton	CEO	LD Multimedia & Entertainment Group LLC
Ann	Mucugu	Virtual Assistant	Riera
Mayraandrea	Mueller	Chief Executive Officer	Cipta Graha Kapital
Soujanya	Mukka	Founder	MyB2BNetwork
Kevin	Mullenex	CEO & Co-Founder	iotaBEAM, Inc.
Rhonda	Muller	Money Confidence Coach	Money Wise Women
Paul	Murphy	CEO	3Advance
Kelly	Myers	CEO	Atomo, Inc
Randy	Nagy	CEO	Gentueri Inc.
Sandy	Naidu	Chief of Staff	Shopify
Pranav	Nair	Business Development	Snd Technologies
Srini	Nanduri	VP	Republic services
Silvana	Nani	Fundraising Advisor	Plexision Inc
Daniel	Nashed	Design Engineer	Tesla
Nikhil	Nayar	Investor	Rogue Insight Capital
Kevin	Neal	CEO	P3iD Technologies Inc.
Linda	Nedell	Founder	SAYge Link
Matey	Nedkov	President	ICE
Lee	Ngeap	Founder	Snapkyu
Ben	Nguyen	Founder	Cyber Fision
Doug	Nguyen	Founder	Gigmarket
John	Nolan	CFO	Bosun Asset Management
Paul	Nolde	Executive Director	757 Angels
Moh	Noori	Founder	ScriptChain Health
Anna	Novitskaya	Venture Associate	Go Global World
Kelly	Nugent	Business Development	Viener4Gates
Michael	O'Brien	Managing Partner	MOB Ventures
Nina	Ohiku		Stealth
Natalie	Oliver		American University
Gabriela Claudia	Omota		
Norman	Ong	Co-Founder	Constantiam Biosciences
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Bob	Oros	President	Business Development Resources Inc.
Tamaryn	Osborne	COO	Axiom Holographics
Jack	Oswald	CEO & CTO	ISOThrive Inc.
Guc	Ozenci	Managing Director	Founder Institute Accelerator
Gopinath	Palanisamy	Vice President	Olema Oncology
Michalis	Papadakis	CEO & Co-Founder	Brainomix
Alex	Park	CEO	CareForge AI
Jean-Luc	Park	Sr Director	TEDCO
Jay	Park	Managing Partner	Linkorus
Avinash	Patel	Head of Exploratory Sciences	Dewpoint Therapeutics Inc
Sherry	Paterra-McDaniel	Managing Partner	One Good Man Productions
Avtar	Patti		
Avtar	Patti	Account	
Gabriele	Pavliuk	Co-Founder	ECHO
Ken	Pawlak	CEO	Truckee Applied Genomics
Flawiusz	Pawluk	Advisor	Proteon Pharmaceuticals
Barbora	Pazderova	Founder and Director	Emeis Global LLC
Tonja	Peña	Founder	Capital Experience Group
Richard	Perez	CEO	Mended
Michael	Petit	CEO	V-Glass, Inc.
Kaylee	Philbrick-Theuerkauf	CEO/Founder	The Exceptional Plan
Darrell	Philpot	Founder	Lyqness Inc.
Andrey	Pinchuk	CEO	LiveGrow Bio
Marius	Pintea	BDM	Moonshot
William	Podd	President	Landmark Family Office
Zach	Pogue	Owner	Pogue Consulting
Leslie	Pound	Co-Founder	
Cameron	Powell	Partner	Gregor Wynne Arney
Tory	Pratt	CEO	Pratt Standard Cocktail Company
Joel	Price	VP of Product Innovation	Core Source Technologies

Renee	Price	Operating Manager	Mama Ethel's Herbal Infusions
Joel	Price	VP of Product Innovation	Core Source Technologies
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George	Radmilovic	COO	Zimmersive4u
Pankaj	Rai	Technical	Upcoach p.v.t
Rajan	Rajan	DGM	NTPC
Harsha	Rajasimha	CEO and Founder	Jeeva Clinical Trials
Frank	Ramos	CEO	Medijji Media
Blesilda	Ramos	Business and Personal Coach	Coaching Business
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Ping	Rawson	CFO	Dyadic
Joe	Reddix	President and CEO	The Reddix Group
Damoder	Reddy	Investor	Chemical Angels
Ronald	Redmer	Managing Partner	R-Squared Capital Partners LLC
Nathan	Reeves	CEO	SensorOps
Sam	Rempola	Creative Director	Rempola Creative
Siyu	Ren		Columbia University
Alexander	Reynolds	Owner	Hippogriff
John	Ricci	MD	Us Angels
Brenda	Rice		#100DEVs
Raven	Richardson	Owner	Raven Grey, & Bohemian
Kyle	Ritter	Investor	NextEra Energy Investments
Sydney	Rodman	CEO	Green Revival
Alexander	Roeschmann	Junior Analyst	Vorsprung Partners
Norman	Rogers	CEO	Kno
Robert	Rosenberg	President	SMC
Rafal	Rozsak	Managing Partner	YouNick Mint VC
Jon	Rowley	Chief Rooster	RoosterBio
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Molly	Ruland	CEO	Heartcast Media
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Paulo	Sales	Founder	LibertaApps
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John	Sanwo	CEO & Founder	WearableDose, Inc
Rose	Satz	CEO	Advanced Innovative Partners
Rosemarie	Savino	COO	AEG
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Oliver	Scherrer	Head of Finance	KetoSwiss AG
Oliver	Scherrer	Head of Finance	KetoSwiss
Evan	Schlossman	Vice President	SuRo Capital
Mayer	Schreiber	CEO	Discovery Park Ltd
Gerhard	Schwandt	Advanced Business Coach	Gerhard Schwandt Coaching
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Mirco	Scoccia	Founder	O2monde
Semih	Secer	CEO-Founder	PeerBie Inc
Mahesh	Seethagari	Manager	JHUB
Pothiraj	Selvaraj	CEO	St Jardins Inc
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Hassan	Serhan	CEO	Carthronix, Inc
Craig	Serio	Founder and CEO	Thread Bioscience Inc
Hemanth	Setty	Founder	Zero Circle
Mitesh	Shah	Owner	Video Animation Service
Ali	Shah	Founder & CEO	Tallas
Mitesh	Shah	Founder	Video Animation Service
Mostafa	Shahat	Founder	LinkedPro
Mostafa	Shahat	Founder	LinkedPro
Shikha	Sharma	Senior Director	CLS
Sid	Sharma	Founder	Wild Bay
Dr. Md Arif Sheikh	Sheikh	CEO	Avix Pharmaceuticals Limited
Saurabh	Shetti	Director	Cytokinetics
Shyam	Shiv	Founder	Cloudartinc
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Roger	Thomson	COO	Akinn Group
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Anthony	Walker	CEO	Stay In Charger
Arthur	Wallace	Chief of Anesthesia	Atapir
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Beshoy	Wesa	Founder	LegsGo
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Doug	Willmore	CEO	World Tree
Larry	Wilner	CEO	The Strategies That Work

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Siew Lai	Wong	Fractional CCO	SummitNext
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Guoqiang	Xing	CEO	Lotus Biotech
Ashish Kumar	Yadav	BDM	MyB2BNetwork
Charles	Yang	CIO	GoPath Diagnostics
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Mena	Yousef	Managing Partner	The Sales Scout
Li	Yu	VP finance	Encodia
Rami	Zahr	Sr Director Product Strategy	LabCorp
Joseph	Zaloo	President	E3 Analytics
Elcin	Zan	MD	Weill Cornell Medicine
Mahmoud Reza	Zare	Founder	Zeenle
Miguel	Zepeda	CEO	Complify
Tianqu	Zhang	Business Development Manager	Home Valley Capital
Brian	Zhang	CEO	Himalaya Therapeutics
Guolin	Zhang	Principal Scientist	Sensei Biotherapeutics
Minghong	Zhong	CEO	GeneLancet Biosciences, Inc.
Justin	Zhou	President	BLUEWAVE Technologies, Inc.
Joy	Zhou	VP, CMC Head	MiNK/Agenus
Jeff	Zika	CEO	AirGO.Ai
Juliet	Zon		
Alexandra	Zorn	Business Development	World Tree
Alex	Zorychta	Managing Partner	Not Yet Ventures
Manahil	Zubair	CEO	The Remote Nest

# THANK YOU TO OUR PREP TEAM



**LAURA HILL**  
SVP  
Equifi



**INES LEBOW**  
CEO  
Enterprise Transformation  
Solutions



**MARISSA LEVIN**  
CEO  
Successful Culture  
International



**BOB LONDON**  
CEO  
Chief Listening Officers



**JET LU**  
Customer Solutions  
Amazon Web Services



**JACKIE LUO**  
Founder  
BAM Advisory



**MICHELLE MILLER**  
Founder  
MRM Consulting



**JOHN MORGAN**  
General Partner  
Morgan Global



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



**MALI PHONPADITH**  
CEO  
SOAR Community  
Network



**MICHAEL RIEMER**  
CEO & Board Member  
Vocinity

# SPONSORS



Angels + Life.Sci Investors



# WANT TO PRESENT OR SPONSOR AT OUR VIRTUAL EVENTS?

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

## 2024 Virtual Calendar

<b>Mar. 28</b>	<b>April 25</b>	<b>May 30</b>
<b>June 27</b>	<b>July 25</b>	<b>Aug. 29</b>
<b>Oct. 31</b>	<b>Nov. 21</b>	<b>Dec. 19</b>



## CUSTOM PRIVATE INVESTOR MEETING

### Overview

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

### Our 9-Step Process

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

**Check out the full brochure with all information here:**



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