

**Big  Idea**  
**CONNECTpreneur**

**VIRTUAL ROCKET  
PITCH + POWER  
NETWORKING**

**27  
JUNE  
11AM - 1PM EDT**

**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
- MARK HAAS, CEO, AEG

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

## PRESENTING COMPANY BREAKOUT ROOMS & VIRTUAL NETWORKING

# PRESENTING COMPANIES



**20/20 Gene Systems** - Jonathan Cohen



**ACTA Thermal Tech** - Gib Dunham



**BosonQ Psi** - Abhishek Chopra



**Clarus Biologics** - Darren Dasburg



**Conquiro** - Dr. Timothy Coffin



**Healthy For Life Foods** - Pete Ferrari



**Myolex** - Dave Dickinson



**Proteon Pharmaceuticals** - Jarosław Dastych



**Sen-Jam Pharma** - Jim Iversen



**V-Glass** - Michael Petit

# 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.



**20/20 GeneSystems, Inc.**  
**15810 Gaither Dr., Suite 235**  
**Gaithersburg, MD 20877**

[www.2020gene.com](http://www.2020gene.com)  
[www.OneTestforCancer.com](http://www.OneTestforCancer.com)

### Key Strengths

- *No. 2 leader in fast growing market for multi-cancer early detection blood testing ([www.OneTest.AI](http://www.OneTest.AI)).*
- *2023 Inc.5000 Fastest Growing Company in Maryland*
- *Growing adoption among employers and consumers. +250% yearly sales growth*
- *Competitive advantages over Grail's ctDNA test includes much lower price, better sensitivity and easy access at pharmacies and at home.*
- *Growing patent estate.*
- *Lead institutional investor committed \$23 million by September 2024*
- *Pilot w/ leading supermarkets*

### Contact:

[investors@2020gene.com](mailto:investors@2020gene.com)  
 (240) 453.6339 ext. 102

20/20 GeneSystems is the #2 leader in the U.S. is the fast-growing market for multi-cancer early detection (MCED) blood tests. Our patented approach is substantially more **affordable, accessible, and accurate** for early stage detection than that of the leading incumbent, Grail.

### **OneTest™: A New AI Powered Multi-Cancer Blood Test for Broad Spectrum Early Cancer Detection**

- Measures a panel of **tumor antigens** (CEA, AFP, CA-19.9, CA-125, Ca-15.3, Cyfra, PSA) plus **inflammatory markers** (in *OneTest Premium*)
- Biomarkers common for cancer screening in **East Asia**
- **Strong patent position** covering screening w/ machine learning + tumor antigens
- Useful in early detection of multiple deadly types of cancer (lung, liver, pancreas, etc.)
- Utilizes FDA approved instruments and kits (immunoassay)
- **Powered by machine learning algorithm** built with outcome data from over 40,000 previously tested individuals
- Over 15,000 tests sold to date

### **MCEDs Gaining Government Support**

**Congress**—Hundreds of healthcare organizations urge Congress to pass the Medicare MCED Screening Coverage Act. Co-sponsored by over 300 members of Congress (bipartisan) to expedite coverage of MCEDs.

**The White House**—President Biden has declared that MCEDs are a core component of his “Cancer Moonshot” initiative.

**The U.S. National Cancer Institute**—The NCI will sponsor large randomized clinical trials of MCEDs in early 2025 as part of implementing the White House Cancer Moonshot initiative (20/20 has applied for inclusion in these clinical trials).

**States**—Funding MCEDs for their employees at highest risks for cancers—firefighters

### **Substantial, Multi-Billion Dollar Revenue Opportunity**

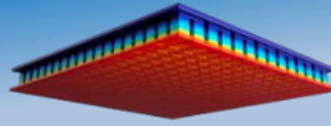
We estimate that half of all adult Americans will receive a yearly MCED test before the end of this decade resulting in a revenue opportunity for 20/20, the current #2 market leader of **over \$2.5 billion**.

### **2024 Financings Underway**

- Raising **\$50 million** from combined **retail** and **institutional** investors
- **Sophisticated PE firm lead**. Committed \$23 million to date.
- **Raising \$5 million under Reg. CF on Wefunder** (offering complimentary blood tests as Perks)
- Building market share in **acquisitive arena**
- **IPO ready** when market conditions are optimum

# ACTA TECH US, INC.

*Breakthrough cooling and heating*



## OVERVIEW

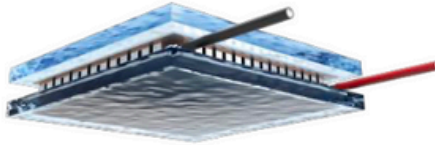
ACTA has a cooling and heating device which is highly efficient, uses no toxic chemicals, has no moving parts and will operate for decades with little or no maintenance.

## THE PROBLEM

Compressor based coolers use Freon which is a toxic gas, and they have very poor reliability.

## OUR SOLUTION

A thermo-electric cooler (TEC) which (i) uses no Freon, (ii) is over 40% more energy efficient and (iii) is solid state.



## MARKET OPPORTUNITY

*10 new air conditioners  
will be sold every second  
over the next 30 years  
( = 9.4 billion units)*

**End Markets:** HVAC | Auto | Food & beverage | Transportation

## 5 KEY INNOVATIONS

## TIMELINE

### 2023

Q4: Patents filed / pre-seed capital

### 2024

Q1: First Revenue / customer contract

Q2: TEC optimization / seed Round

Q3: Prototypes / Manufacturing

Q4: Samples / Inventory

### 2025

Q1: Commercial sales

## BENEFITS

### Environmental

- No chemicals
- 40% more efficiency
- Closed loop

### Intelligent design

- Cooling and heating
- Modular
- Infinitely variable
- Solid state

### Smart approach

- Silent
- Light weight
- Long life
- Semiconductor based

## TRANSACTION

Round:	Seed Round
Raise:	\$800,000
Instrument:	SAFE Note
Terms:	\$10mm cap
Discount:	20%

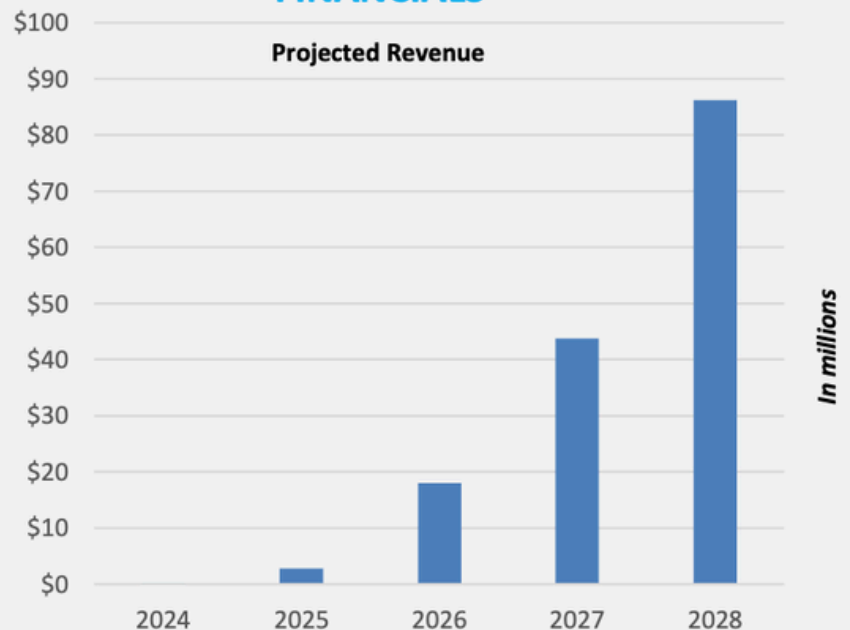
## USE OF PROCEEDS

Engineering.....	\$200,000
Prototyping.....	\$200,000
Inventory.....	\$200,000
Marketing.....	\$200,000
<b>Total.....</b>	<b>\$800,000</b>

## CONTACT

Gib Dunham, CFA  
 e. gib.dunham@gmail.com  
 t. 646-470-1548  
 www.acta-techus.com

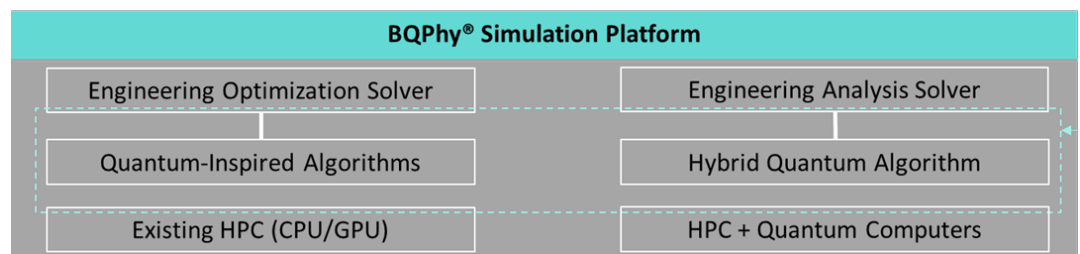
## FINANCIALS





**The Problem** - Aerospace industry is stalled & engineering is the problem – Due to the archaic backend of simulation tools, engineers are forced to choose between simulations that are faster & cheaper but inaccurate or accurate but slow & costly. The core issue lies on classical algorithms that originated in the 80s and don't scale well for current or next-generation computers.

**Our Solution** - Modernizing backend with low/no-code simulation platform powered by quantum algorithms. The platform makes simulations 10X faster, more accurate, & cost-effective on today's HPC & 1000X on forthcoming quantum computers. The platform's defensible moat lies in tight coupling of solvers with algorithms & has 2 patents pending. BQPhy is cutting Aircraft & Spacecraft development time by 20% while making them safer & sustainable.



**Market Position** - First-mover in the engineering simulation sector, unlocking unsolvable industrial problems using the most innovative algorithms. Tech co-founders and tech leaders bring unique:

- academic and research backgrounds from top universities and academic labs,
- scientific experience working with R&D labs (US Air Force & Oak Ridge National Lab),
- know-how in developing simulation tools for aero, defense, auto & other industries.

**Commercial Traction** – Signed paid pilot with one of the largest global aerospace manufacturer. Signed \$500K contract with Govt. of India to develop a EV battery optimization app on top of BQPhy. Successfully finished 5 Proof-of-Concepts (PoCs).

**Gov. R&D Traction** – Signed a CRADA with the Air Force Research Lab (Rome, NY). Won non-dilutive grants from Gov. of the UK and Gov. of Netherlands. Invited for a workshop by DARPA & InnovateUK.

**Partnership Traction** – Partnered with:

- Leading engineering simulation software companies (Ansys, Siemens, & SimScale)
- Hardware (IBM, Intel, Strangeworks) and cloud (AWS, Microsoft) providers
- System integrators (TCS, Tech Mahindra, Capgemini, Quest Global)

**Commercialization Model** – Customers license the platform at \$4000-6000 per month per user. Depending on the industry, a customer has 100-2000 simulation engineers which can be qualified as the users.

**Addressable Market** – Current simulation market's avg. Annual Contract Value (ACV) per customer is \$220K and 100K customers, is a \$22B market. Large-scale simulation market is completely untapped. BQPhy can unlock the untapped opportunity, increasing the avg. ACV to \$1M, creating a \$100B market out of which 78% untapped.

**Investment Opportunity** – Raising Seed Round

**Website –**  
[www.bosonqpsi.com](http://www.bosonqpsi.com)

**Executives –**  
[Abhishek Chopra](#) (CEO)  
[Rut Lineswala](#) (CTO)  
[Jash Minocha](#) (COO)  
[Aditya Singh](#) (VP - Bus.)  
[Vijay Sethi](#) (Director)

**Tech Leadership –**  
[Eswara Sai](#)  
[Ferdin Don Bosco](#)  
[Karthiganesh Durai](#)  
[Tejas Ruparel](#)

**Funding –**  
Funding Stage: Seed  
Capital Raised: \$1.7 Mn  
Grants: \$600K

**Industry (Current Focus)–**  
Aerospace & Defense

**Offices –**  
New York, USA (HQ)  
Bengaluru, IND  
Cambridge, UK

**Launched –** Sep 2020

**Corporate Status –**  
Delaware C-Corp

**Contact –**  
Abhishek Chopra: +1-8048697230  
[abhishekchopra@bosonqpsi.com](mailto:abhishekchopra@bosonqpsi.com)

Rut Lineswala: +1-7329953887  
[rutlineswala@bosonqpsi.com](mailto:rutlineswala@bosonqpsi.com)

Jash Minocha: +1-7169946037  
[jash.Minocha@bosonqpsi.com](mailto:jash.Minocha@bosonqpsi.com)

## Executive Team



### Peter Anderson

CTO ✓, Co-Founder  
23+ years in regulated Life Sciences (formerly Wyeth, Novartis, et al.)



### Robert Johnston

CSO, Co-Founder  
Former UNC, NCSU prof. & adjuvant inventor  
Founder of AlphaVax, Global Vaccines



### Darren Dasburg CEO

43 Year veteran of technical ops and four time Cell and Gene startup executive

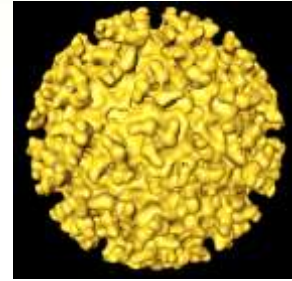
**ADJUVANT PRODUCT DEVELOPMENT IS COMPLETE**

*Expedited development (compared to typical biologics timelines) coupled with early revenue potential (prior to vaccine commercialization) create a compelling investment opportunity*

**CBI's proprietary technology offers a foundation for novel approaches to the design of vaccines, manufacturing platforms, therapeutic delivery systems and immunotherapies**

## LEAD PRODUCT

Our first product is a new class of vaccine VLP or Virus Like Particle that increases and improves vaccine induced responses by all three elements of the adaptive immune system. The Clarus VLP, **which does not require co-formulation with antigens**,



The CBI VLP is a heavily deleted alphavirus RNA genome packaged in alphavirus proteins

can significantly increase the efficacy of a wide variety of vaccines while reducing the vaccine dose required. It promotes antigen specific mucosal IgA, IgG and T-cell responses, even when vaccination is administered by a non-mucosal route. When vaccines induce mucosal immunity, infecting pathogens can be identified (and engaged) as soon as they enter the body (e.g., through the upper respiratory, gastrointestinal, or urogenital tracts).

**Several successful pre-clinical studies in multiple species, including non-human primates**

- Excellent VLP induced elevation of immune response
- Significantly increased protection against challenge with target pathogens
- No significant safety signals attributable to the adjuvant

## NEXT INFLECTION POINT – HUMAN TRIALS

**Seed Round in Progress – Driving to 1st Clinical Trial**

- Establish R&D Operations (to develop test methods, support tech transfer, produce research grade material for collaborator studies)
- Develop cGMP process for VLP manufacturing; establish capabilities to produce clinical material
- Advance research collaborations and develop commercial partnerships (e.g., license and supply agreements, etc.)
- Qualify for additional funding for novel vaccines and manufacturing innovation (government agencies, NGO's, industry organizations)

## Market Opportunity: Recognized Need for Adjuvants\*

- Many modern vaccines need adjuvants; Clarus VLP can benefit manufacturers of all sizes:
  - Increased efficacy requires lower vaccine doses, relieving supply constraints and improving margins
  - Broad immune response promoted by the Clarus Adjuvant can enable improved vaccines for diseases where previous strategies have fallen short (e.g., to effectively protect patient populations like the elderly)
- CBI can also develop prototype vaccines (based on its technology platform) and seek

Visit Clarus Biologics at [www.Clarusbiologics.com](http://www.Clarusbiologics.com)





# CONQUIRO

**Company Summary:** Conquiro's innovative AI-powered asset management system leverages real-time location tracking, predictive maintenance modeling, and demand optimization to ensure that hospital equipment is always accounted for, operational, and accessible.

**Management:** Dr. Timothy P. Coffin, CEO; Michael Warner, CDO; and McLean Cozine, CTO. Our team consists of serial entrepreneurs with multiple exits, a combined 50 years of experience, and backgrounds in AI, healthcare, and software engineering.

**Customer Problem:** Loss, theft, and unplanned failures of medical equipment cause nurses to spend 72 minutes per shift searching for equipment and cost hospitals an average of \$4,000 per bed per year. This puts patients at risk, contributes to increased clinician burnout, and is responsible for up to \$12 billion annually in lost revenue.

**Product/Services:** The Conquiro product consists of a series of RFID tags and readers that are placed throughout a hospital and onto equipment within that hospital. The tags and readers automatically track the location of equipment throughout the hospital and send that information to a central server, where our software uses AI-powered algorithms to design predictive maintenance schedules and detect anomalies. Dashboards then display information about equipment location, status, maintenance needs, and more while a mobile-based application locates equipment and navigates clinicians and maintenance staff to it as needed.

**Target Market:** Hospital asset management is a \$85B market with 31% CAGR. Conquiro's initial target within this market is acute care healthcare facilities with 200+ beds. Eventually we will expand into long-term care facilities, rehabilitative care facilities, and research facilities.

**Business Model:** B2B. Conquiro's product will have several revenue lines. 1. Hardware sold directly to customers. 2. Installation services sold to customers and performed by partners. 3. Software subscriptions sold at multiple tiers. 4. Consulting services sold to help customers with system implementation.

**Customers:** Our initial focus is on acute care hospital systems with 200+ beds in the eastern United States. We have a letter of interest from a large Virginia hospital group.

**Sales/Marketing Strategy:** We will use direct and indirect sales channels. The direct channel will utilize regional teams of experienced nurses to market the system to hospitals. The indirect channel will utilize installation partners that deliver and install the system.

**Competitors:** GE, Siemens, Centech, Elpas, Quirvo, and others. These competitors have systems that are created from the acquisition and administration perspectives. Customers need efficient, easy-to-use asset management solutions with a clinician focus and AI integration.

**Competitive Advantage:** Conquiro has proprietary, patented Real-Time Location Services and demand optimization technology, and we are developing proprietary AI algorithms for predictive maintenance and equipment usage analysis. Additionally, our team includes highly trained health informaticists that understand the domain and data systems involved.



**Company**  
**Name:** Conquiro, Inc  
**Industry:** Healthcare Services  
**Location:** McLean, VA, USA

**Contact**  
**URL:** <https://conquiro.ai>  
**Email:** [info@conquiro.ai](mailto:info@conquiro.ai)

**Round Overview**  
**Funding Stage:** Pre-Seed  
**Capital Seeking:** \$1.2M

**Social**  
**LinkedIn:** <https://www.linkedin.com/company/conquiro>  
**X:** <https://x.com/ConquiroInc>



1610 Maddux Lane, McLean, VA 22010

[www.conquiro.ai](http://www.conquiro.ai)

CONQUIRO



**Value Proposition:** HFLF will make Jaca a household name by providing it to the world in a morally obligated effort to help people, one person at a time. Jaca will dethrone traditional sugar as the apex sweetener, freeing everyone to make the healthy choice, enjoying the delicious taste and texture they love, without having to settle. Jaca is a rare sugar, born from fruit. This is the sugar we should've had all along...

**Company Background:**

HFLF is positioned to disrupt the sugar and sweetener market with its innovative ingredient, Jaca®. Leveraging a go-to-market strategy focused on a Direct-To-Consumer (DTC) model, HFLF will operate leveraging digital marketing through strategic partnerships with world renowned firms such as VaynerMedia and LeadStacker. The company's robust infrastructure, including Oracle NetSuite ERP, ensures scalability from its bicoastal operational hubs in Miami, FL and Sacramento, CA. HFLF's differentiation is further solidified by its patentable "Sweet Spot" Voucher Program, designed to combat nutritional inequality and potentially save the healthcare industry billions by reducing obesity-related illnesses. The company's commitment to social responsibility is underscored by its pending B Corp status and the establishment of a 501(c)(3) nonprofit. With co-branding partnerships already secured and a market segmentation strategy targeting multiple verticals (as developed with VaynerMedia), HFLF aims to generate substantial revenue while promoting better Health & Wellbeing.

**Leadership Team:**

**Pete Ferrari, CEO:** A veteran in early adopter markets with a history of building and selling tech companies, including ventures in telecommunications, HR transactional applications, and internet-based procurement systems. He has also developed residential property in Nashville, TN.  
**Chris Bianchi, Director of Business Development:** With over 30 years of experience, Chris has built customer bases, managed sales teams, and facilitated substantial investments. He has expertise in various industries, including gift cards, hospitality, and international investments.  
**Brent Brightwell, CMO:** A global strategist with 20 years of experience in technology and marketing. He has held leadership roles at Phunware, kaZING, BEST Healthcare, and HP, among others.  
**Carol Brault, CFO:** An experienced CFO with a background in financial growth strategies and efficiency improvements. She has managed finances for companies like WINC, The Honest Company, and Bare Escentuals.

**Quick Facts**  
**Company Name:** Healthy For Life Foods  
**Contact:** Pete Ferrari  
**Address:** Delray Beach, FL  
**Phone:** +1.251.533.7301  
**Email:** pete@globalfoodsgroup.net  
**Website:** www.jacasugar.com  
**Industry:** F&B, eCommerce  
**Domain:** Sweeteners & Sugar Substitutes  
**Bank:** Wells Fargo  
**Number of Employees:** 4  
**Leadership Team:**  
Pete Ferrari, Chris Bianchi, Carol Brault, Brent Brightwell  
**Amount of Financing Sought:** \$1.5m  
**Current Investors:** \$700,000  
**Use of Funds:**  
Raw Materials = \$504k (35%), Packaging = \$12.8k (5%), Co-packing = \$53.9k, Warehousing = \$63.2k (4%), Fulfillment = \$234k (16%), Shipping = \$358k (24%), SG&A = \$67.5k (5%), Legal = \$20k (1%), OpEx = \$12.5k (1%), Insurance = \$20k (1%), Marketing & Advert = \$126k (8%)

**Products/Services:**

Jaca is actually a sugar so it cooks, bakes and tastes like sugar. 77% of Americans are trying to decrease sugar intake, but sugar is still preferred 4:1 due to taste. Early mover advantage, network and stickiness effect MOATs, patentable Voucher Program, proprietary Jaca based products, Lifestyle Modules for good Health & Wellbeing, integrated Supply Chain, co-brand partnerships, B Corp leverage and visibility through sister company 501c3 (The Foundation for Nutritional Equality).

**Technologies/Special Know-How:**

**Jaca powered products:** HFLF has 4 recipes in the final formulation stages to offer unique products to market including 2 oz bottles, 12 oz carbonated drinks, gummies and cookies.  
**Health & Wellbeing Modules:** HFLF has developed 4 health modules - Lifestyle Audit, Nutrition & Fitness, 'REC' Analysis, and Gap Examination - to guide consumers towards better Health & Wellbeing, leveraging Jaca as a catalyst.  
**"Sweet Spot" Voucher Program (patentable\*):** Designed to distribute Jaca in impoverished communities, combatting the economic and accessibility challenges.  
**Clinical Trials:** Clinical Trials will replicate successful international studies to further validate Jaca's health benefits and create barriers to entry.

**Market:**

TAM is \$600b, SAM is \$408b, Som is \$6.12b. Segmentation and market research efforts conducted with VaynerMedia: Fitness conscious, 18-34 y.o., HHI \$60k-100k, not parent; Trend followers, 18-34 y.o., HHI \$60k-100k, not parent; Home cooks, 25-44 y.o., HHI \$100k-200k, parent; Health Managers, 18-54 y.o., HHI \$60k-100k, parent and not parent. Indexes: Cooking, health, nutrition, diet, interior design, baking, exercise, yoga, body building, weight training. People with obesity and obesity related illnesses.

**Distribution Channels:**

HFLF will operate across several revenue stovepipes as the Company scales; 1. Direct-To-Consumer sales (DTC), 2. The "Sweet Spot" Voucher Program, 3. Co-branded/Co-creation partnerships, 4. Jaca branded F&B products, and, 5. Retail grocery/Distribution sales.

**Competition:**

Sugar kills more people every year than guns do. Every other sweetener on the market today is, at least, carcinogenic. Most cause heart attacks, strokes, tachycardia, digestive distress. Currently, for the Mom & Pops that offer Psicose, their revenue performance, brand dominance, and thought leadership are anorexic. All findings verified with the best market research team in the world - VaynerMedia.

**Financial Projections (Unaudited):** Note: HFLF has POs for 1,100 kgs/mo. of Jaca with 3 companies, still pre-launch in DTC.

Financial Forecast (USD)	FY1 Forecast	FY2 Forecast	FY3 Forecast	FY4 Forecast	FY5 Forecast
Revenue	\$17,770,840	\$30,843,533	\$67,690,185	\$120,149,076	\$212,549,980
COGS	\$11,137,185	\$20,382,727	\$36,256,079	\$62,583,743	\$109,438,225
<b>Gross Profit</b>	<b>\$6,633,655</b>	<b>\$10,460,806</b>	<b>\$31,434,106</b>	<b>\$57,565,333</b>	<b>\$103,111,755</b>
Expenses	\$4,044,083	\$6,661,910	\$9,613,200	\$14,541,140	\$22,597,522
<b>Profit / Loss</b>	<b>\$2,589,572</b>	<b>\$3,798,896</b>	<b>\$21,820,906</b>	<b>\$43,024,193</b>	<b>\$80,514,233</b>



**“We are building the future wellness and clinical gold standards to measure and monitor muscle wasting, and its treatment, that is caused by aging, disease, injury, and obesity drugs.” Dave Dickinson, CEO**

**Myolex, Inc.**

Brookline, MA  
 Phone: 888-382-8824  
 Website: [www.myolex.com](http://www.myolex.com)  
 Presenter: Dave Dickinson, CEO  
 Email: [ddickinson@myolex.com](mailto:ddickinson@myolex.com)  
 LinkedIn: [www.linkedin.com/in/davidpdickinson/](http://www.linkedin.com/in/davidpdickinson/)  
 Founded: 2009 # Of Employees: 4 + Consultants

**Technology Breakthrough:**

Electrical Impedance Myography (EIM)

**Funding History and Deal Terms:**

Equity Raised to Date: \$8.1M (2016)  
 Total Seeking: \$5M  
 Committed Funds: Financing started 6/1  
 Valuation Expectation: \$11.6M pre-money

**Type of Financing:** Equity Series A-1 Recap  
 Company restart; full debt to equity conversion  
 Counsel: Goodwin Procter

**Use of Funds:**

Research & Development: \$0.6M  
 Sales & Business Development: \$0.9M  
 Software & Data Science: \$1.2M  
 Clinical, QA & Regulatory: \$1.7M (2027 device #2)  
 Manufacturing & Tooling: \$0.6M

**Financials:**

Trailing 12-mos revenue: \$1.4M  
 Non-Dilutive Grants: \$14.2M NIH, \$2.2M in 6/24

**Market Size (SAM):**

U.S. Muscle Wasting (Wellness + Clinical): \$2B  
 Myolex Reach: \$66M (up to 50% ARR) by 2028

**Leadership Team:**

**Dr. Seward Rutkove, Co-Founder/Board Director**  
 Nancy Lurie Marks Chair, Department of Neurology, Beth Israel Deaconess Medical Center. Professor of Neurology, Harvard Medical School.

**Dave Dickinson, CEO, MBA** Award-winning innovator, digital health pioneer, 4X startup CEO, intrapreneur. Corporate executive: Marketing, Innovation, Bus Dev. Raised \$75M financing.



**Business Advisory Board Experience**



[www.myolex.com/leadership](http://www.myolex.com/leadership)

**GLOBAL PROBLEM.** 200M people will get sarcopenia (age-related muscle wasting) by 2050. 150M could experience obesity drug muscle wasting by 2030. There is no quantitative, comprehensive, painless, and portable gold standard device exists to measure sarcopenia and obesity drug muscle wasting. Up to 40% of GLP-1 weight loss can be lean muscle loss. Non-personalized drug dosing and infrequent muscle measurement could lead to premature fall risk, a major cause of injury death.

**FIRST-OF-ITS-KIND SOLUTION.** Myolex has developed the 1st quantitative, sensitive, painless, portable for in-home use, muscle quality assessment device, specifically designed to non-invasively and comprehensively detect and monitor single muscle wasting that can result from obesity weight loss drugs or sarcopenia. MRI, Ultrasound, BIA, EMG, and DXA don't comprehensively measure single muscles, like we do.

**PEOPLE, PATENT, PROVEN ADVANTAGE.** Dr. Rutkove invented EIM and has published or inspired 170+ EIM research papers. They prove EIM's accuracy in differentiating healthy vs. atrophied single muscles and that EIM is easily used by patients at home. This unique benefit enables more frequent measurement, better retention, and more rural and diverse clinical trials. Myolex has 10 patents and proprietary software data algorithms and also benefits from \$14M in NIH grants to date. With regard to obesity drug muscle wasting, EIM's single muscle advantage could help Pharma determine if a specific obesity drug is affecting certain muscles that are known to be more critical to day-to-day function. In addition, EIM measurement can alert if specific treatment is needed for a faster wasting muscle or if dosing protocols should be modified if more frequent measurements unveil accelerated wasting within some muscle groups.

**GO TO MARKET.** 2025-2026 strategy before 2027 Myolex MMQscan clinical launch: 1) expand Pharma research revenue into obesity (124 new) and sarcopenia (58 new) muscle wasting drug trials; 2) launch our Skulpt ProMQ muscle wellness device into beachheads (pro athlete and personal trainer associations through trade shows, PR, direct marketing); 3) leverage 189K original Skulpt fan emails via direct mail, offering exclusives; 4) partner with fitness distributors and rapidly growing GLP-1 weight loss clinics (Equinox, LifeTime, Omada, WeightWatchers); 5) out-license huge, complex Physical Therapy market (39K U.S. clinics), already in discussion.

**BUSINESS MODEL.** Maximize revenue and accelerate repeatable profitability by 1) leverage non-dilutive grants and research revenue to generate POC data for FDA submission; 2) minimize marketing/sales \$ thru savvy distributors and strategic out-licensing; 3) outsource manufacturing; use fractional talent early on; 4) combine 80%+ gross margin devices with contracted, SaaS data tier contracts across all channels.

**COMPETITION.** MRI has evolved into a widely used muscle scan device, but it's expensive, non-portable, sometimes traumatic, requires expert interpretation, and is used (and insured) infrequently. Other muscle assessments options are qualitative, invasive (EMG needle), available only in-clinic, and are infrequent monitors, or by contrast, they are insensitive, not portable, or aren't single muscle specific (BIA, DEXA).

**EXIT STRATEGY.** By 2028, Myolex projects \$60M+ revenue, 80%+ gross margin, up to 50% in data analytics contract ARR. Myolex will be most valuable to 1) MedTech; (Philips, Omron, Hologic, InBody, Natus, AccuFitness); 2) Digital health (Apple, Garmin, Whoop, Omada); 3) luxury gym chains (Equinox, LifeTime), and 4) obesity drug Pharma.



**Value Proposition**

**Proteon Pharmaceutical’s technology enables bacteriophages to fulfill their potential to significantly reduce disease and biological waste, making animal protein production, substantially more sustainable.**

**Company Background:**

Proteon Pharmaceuticals is a biotechnological company founded in Poland in 2008. It has built a technological platform to develop bacteriophage-based products that address food safety and productivity challenges in animal health mitigating antibiotic resistance crisis

**Leadership Team:**

- ✓ Jarosław Dastyh CEO and Founder, Scientist and recognized phage expert.
- ✓ Bruno Maineult Chief People and AI Officer. 20+ Years of managerial experience in Germany and Poland
- ✓ Justyna Andrysiak Chief Product and Technology Officer. Bridges science and business.
- ✓ Márcio Caparroz, Chief Commercial Officer, Former JB S/A, ELANCO, Agri BR were he launched 20 products,
- ✓ Jakub Korczak Chief Financial Officer, Previous successful IPOs on Warsaw Stock Exchange worth \$400M
- ✓ Ewelina Wójcik Chief Scientific Officer, Leads multi-disciplinary teams responsible for the creation of 5 bacteriophage products.

**Products/Services**

Proteon has three commercial products.

- BAFASAL is a feed additive that reduces the presence of *Salmonella* pre-harvest (during the lifecycle) of broilers, breeders, and layers. The product is also effective with other poultry including turkey and ducks.
- BAFACOL is a feed additive that reduces the presence of avian pathogenic *Escherichia coli*, without impacting commensurate *E.coli*. It improves performance related to pathogenic *E.coli*.
- BAFADOR is a feed additive that improves the performance of farmed fish including salmon, trout, carp, as well as catfish and sturgeon among others.

**Technologies/Special Know-How:**

The key challenges that Proteon has overcome to bring products to market are industrial, technological, regulatory, and market oriented. For example, to develop and measure product efficacy Proteon has created systematic testing and standards that are acceptable to the world’s leading regulatory agencies. What’s more, we have built a production facility that is able to produce cost effectively, even for the standards of the poultry industry. Our products are protected by patent based on their unique combinations and features. Our patent estate includes 17 patents in US, Europe, China, Mexico, Vietnam, India. Moreover, many of our processes are protected with trade secrets and know-how.

**Market:**

Bacteriophage-based products target the growing market of antibacterial products for animal health that include vaccines, probiotics, prebiotics and antibiotics assessed at US\$23bn by 2030.

**Distribution Channels:**

Proteon’s business model combines R&D and Product Development with Business development and sales by providing tailor made offer to key customers using a specialised manufacturing process. The monetization pillars are licensing & partnerships and sale of the products.

**Competition:**

Proteon is the only company currently seeking EU licence. We aim to become one of three companies in the world with the broadest product portfolio and industrial scale manufacturing of bacteriophage products. Our competition includes: Intralytix, USA; Phagelux Agrihealth Inc, USA & China; Phage Lab, Chile; CTC Bio, Korea; Microos, the Netherlands; Phagos, France

**Quick Facts**

**Company Name:** Proteon Pharmaceuticals SA  
**Contact:** Jaroslaw Dastyh  
**Address:** Tylna 3a, 90-364 Łódź, Poland  
**Phone:** 00 48 42 209 33 95  
**Email:** jdastyh@proteonpharma.com  
**Website:** https://www.proteonpharma.com  
**Industry:** Biotechnology  
**Domain:** Animal Health  
**Bank:** PKO SA  
**Law Firm:** Natalia Liśkiewicz, Law Office Lodz, Poland  
**Patent Estate:** 4 US , 2 European, 1 Chinese, 1 Mexican, 1, Vietnamese, 1 Indonesian.  
**Additional patents pending**  
**Number of Employees:** 95  
**Leadership Team:** Jaroslaw Dastyh, Bruno Maineult, Justyna Andrysiak, Márcio Caparroz, Jakub Korczak, Ewelina Wójcik  
**Amount of Financing Sought:** 10 mln Euro  
**Current Investors:** AquaSpark, Polski Fundusz Rozwoju, BioInfoBank, Seventure, Montis Capital, Nutreco

**Use of Funds:** Expansion of sales of existing products; Commercialization of products pipeline;

**Auditor:** Grant Thornton

Financial Projections	2023	2024	2025	2026
Revenue (dollars in thousands)	1,170	1,950	4,530	11,210

**Value Proposition:** Sen-Jam Pharmaceutical is a pioneering biotech company reshaping the \$1.48 trillion pharmaceutical industry with a focus on preventing inflammation-related diseases. By repurposing small molecules, SJP is creating potent, non-toxic, non-opioid therapeutics that address inflammation further upstream, at its core. The company targets a vast market spanning various therapeutic applications such as upper respiratory infections/COVID, opioid withdrawal, arthritis, anti-aging and alcohol hangover.

**Company Background:** *Started in 2017 by a Visionary Pharmacist with a radical idea of treating pain proactively vs reactively. A nimble group of seasoned business and scientific innovators came together to transform how the world treats inflammation and how the pharmaceutical industry treats humanity. The technology platform is revolutionary and the international scientific community is finally catching up: Inflammation is a silent killer that needs to be addressed if we are to preserve longevity and support high vitality for people across the globe.*

**Leadership Team:** *Our team of seasoned executives and scientific advisors have decades of experience at world-renowned institutions such as the Mayo Clinic, Boston Medical Clinic, MIT. They are innovators with over \$730M in exits collectively and published Ivy League doctors who are solving the world's toughest health challenges.*

**Products/Services:** *We have a total of 11 assets across 7 therapeutic areas which all address either acute or chronic inflammation with a novel utilization of repurposed small molecules resulting in the world's most potent anti-inflammatories with the least side effects that tackle the problem further upstream, unlike the large majority of therapeutics currently available.*

**Technologies/Special Know-How:** *Our technological platform modulates the mast cell, which is the primary communicator in our immune systems that help signal the reaction and response when toxins impact our biology. By safely modulating mast cells, our drugs help quell inflammation before tissue damage and disease take root.*

**Market:** *We are disrupting a massive market with multiple "shots on goal" to the tune of \$217 billion collectively. Between Upper Respiratory Infections (\$45B) and COVID-19 (\$26B), the Opioid Treatment Market (\$2.8B), Alcohol Hangover Therapeutics (\$3.3B) as well as Arthritis (\$62B), SJP is upending a large total addressable market.*

**Distribution Channels:** *We are pre-commercialization and our goal is to either license and/or sell our assets.*

**Competition:** *Current competitive therapeutics tackle inflammation after tissue damage and disease have occurred whereas SJP's portfolio works further upstream to not only mitigate inflammatory age-related diseases but to preserve health spans in the process. This is revolutionary.*

**Quick Facts**

**Company Name:** Sen-Jam Pharmaceutical

**Contact:** Jim Iversen, CEO/Co-Founder  
**Address:** 223 Wall St., #130  
 Huntington, NY 11743  
**Phone:** (201) 400-8083  
**Email:** jiversen@sen-jam.com  
**Website:** sen-jam.com

**Industry:** Life Sciences  
**Domain:** Drug Development  
**Bank:** Silicon Valley Bank  
**Law Firm:** Morgan Lewis

**Patent Estate:** 60+ worldwide

**Number of Employees:** 5

- Leadership Team:**
- Jackie Iversen RPh MS, CCO/Co-Founder
  - Jim Iversen, CEO/Co-Founder
  - Neal Zahn, Director of Global Licensing
  - Tom Dahl, Director of Regulatory Affairs
  - Christine Leonard, Director of Strategic Communications

**Amount of Financing Sought:** \$2.3M  
**Current Investors:** 700+  
**Use of Funds:** Complete Phase 2 Clinical Trials  
**Auditor:** SetApart Financial

**Financial Projections (Unaudited)**

	2022	2023	2024	2025	2026
<b>Revenue</b>	\$0	\$0	\$0	\$26M	\$66M
<b>EBIT (\$s in thousands)</b>	<\$4.1>	<\$3.9>	<\$4.5>	\$0	\$0



**Our next-gen tech makes affordable, ultra-high efficiency windows a reality in the \$67B global insulated glass market, boosts LEED certification, and accelerates the trend towards sustainable, net-zero energy buildings.**

**Investment Offer:** Up to \$750k in a Pre-Seed Round under a SAFE (\$8.5M cap/10-30% discount) to expand our tech team, deliver on early demonstration projects, and expand partner engagement. In late 2024, we'll raise a \$3M Seed Round to begin moving out of the lab into a pilot plant. We've already circled more than \$1M to co-invest with our large EU manufacturing partner, once a lead is secured. We recently applied for more DOE SBIR grants and expect more than 50% of all future funding to come from non-dilutive sources.

**Business Summary:** V-Glass has developed next-gen vacuum insulated glass ("VIG") technology for affordable, ultra-high efficiency windows having 3x the thermal performance of conventional windows, 2x longer life, and costing no more to produce. We have a 100% recyclable market ready product, collaborative relationships with two large manufacturing partners, and more than \$200,000 in order backlog for demonstration projects that move V-Glass from TRL6 to TRL7. Our EU relationship is advancing much more rapidly than our North American one, which makes sense given how expensive energy is in Europe (**they will invest in our upcoming Seed Round**). We seek funding to transition out of our lab into a pilot plant where automation technology will be developed to industrialize production for delivery of commercial quality V-Glass VIGs at targeted price efficiency to more potential partners and our first demo projects in Europe and North America.

**Environmental Impact:** Per DOE analysis, full implementation of V-Glass in US residential & commercial window markets alone could save 1.8 quads of energy use, thereby eliminating 110 megatonnes of carbon emissions and saving \$30B annually. V-Glass's low manufacturing energy use, 100% recyclability, and non-toxic materials are also environmental advantages over existing IG technology.

**Problem:** Buildings account for 39% of total U.S. primary energy use and 75% of total U.S. electricity use, with windows being the single largest source of energy loss. And while 1st gen VIGs have been commercially available for more than two decades, they are too expensive to achieve mass market penetration, sold primarily in countries with high energy costs or aggressive government incentives/mandates.

**Solution:** V-Glass's proprietary next-gen VIG technology enables: 1) the highest thermal efficiency of any glazing product on the market or in development, and 2) production at the same cost as conventional IG units, which is a 50-75% reduction from the manufactured cost of 1st gen VIGs. It is this cost advantage, coupled with V-Glass's superior thermal performance, long life, and aesthetic features, which will finally drive broad penetration of VIGs in the global IG market.

**Market:** V-Glass is targeted at residential and commercial buildings globally, a market estimated at \$67 billion annually, growing at 3%.

**Distribution Channels:** V-Glass will be brought to market via existing industry supply chains, initially from our pilot plant, and then, by licensing our IP to leading IG manufacturing partners, window OEMs, and IG manufacturing equipment vendors.

**Competition:** The predominant insulating glass ("IG") technology deployed today is argon filled dual pane IG units ("IGUs"), while more than 60% of U.S. window stock is clear single pane glass, both very low in thermal efficiency. Higher efficiency windows, consisting primarily of triple pane IGUs and 1st gen VIGs, which are progressively more expensive, comprise less than 5% of the total global market. Upgrading to V-Glass VIGs generates compelling financial returns by significantly reducing HVAC CapEx/OpEx, thereby allowing building owners to achieve less than 5-year payback periods and greater than 30% IRRs.

**Historical & Proforma Financial Information (\$'000)**

	2022A	2023E	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
Non-Grant Revenue	\$18	\$31	\$170	\$1,740	\$5,275	\$9,070	\$19,616	\$37,638
EBIT	(\$468)	(\$498)	(\$2,065)	(\$1,847)	(\$3,225)	(\$1,257)	\$6,515	\$20,762

\*Year 1 begins with close of \$3M funding round.

**Quick Facts**

**Company Info:**

- **HQ Location:** Waukesha, Wisconsin
- **Industry:** Cleantech | Energy Efficiency | Built Environment
- **Accelerator Programs:** DOE IMPEL + Third Derivative Climate Tech
- **Patents:** 18 awarded, 13 pending with many more to come.
- **Technology Readiness Level:** 6-7
- **Leadership Team:** [Link to details.](#)

**Investment Info:**

- **LTD Funding:** \$6M total | \$4M in public grants, with more to come.
- **Investors:** Founders, angels, friends, and family.
- **Funding Ask:** \$750k Pre-Seed + \$3M Seed to begin move to pilot plant. | **Large glass mfg to invest.**
- **Use of Funds:** 1) Accelerate tech development; 2) Scaleup V-Glass size & production capacity; 3) Expand partner engagement; and 4) Deliver on order backlog.
- **Likely Exit:** Sale to large insulating glass mfg in 3-5 years or sooner.

**Advisors:**

- **Law Firm:** Michael Best
- **Bank:** Chase Bank
- **CPA:** Walkowicz, Boczkiewicz

**Contact Info:**

- **CEO & Co-Founder:** Mike Petit
- **Email:** [mike.petit@v-glass.com](mailto:mike.petit@v-glass.com)
- **Phone:** 757.619.9843

# 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 [amillin@shulmanrogers.com](mailto:amillin@shulmanrogers.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.



## **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 @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.



## **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.



# PARTNERS



## 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 eStartupGrindDC

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 eHoyapreneur

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.



## RYAN & WETMORE, P.C. eRyanWetmorePC

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.

# PARTNERS



## **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.



## June 27 Attendees

### As of 06 27 24

#### SPEAKERS

First Name	Last Name	Title	Company
Tien	Wong	Founder and Host	CONNECTpreneur
Mark	Haas		AEG
Sara	Clasper	Associate	NEXT powered by Shulman Rogers

#### PRESENTERS

First Name	Last Name	Title	Company
Jonathan	Cohen	President and CEO	<b>20/20 Gene Systems</b>
Gib	Dunham	Co-Founder	<b>ACTA Thermal Tech</b>
Abhishek	Chopra	Founder and CEO	<b>BosonQ Psi</b>
Darren	Dasburg	CEO	<b>Clarus Biologics</b>
Dr. Timothy	Coffin	CEO	<b>Conquiro</b>
Pete	Ferrari	Founder and President	<b>Healthy For Life Foods</b>
Dave	Dickinson	President and CEO	<b>Myolex, Inc.</b>
Jaroslław	Dastychn	Founder and CEO	<b>Proteon Pharmaceuticals</b>
Jim	Iverson	CEO and Co-Founder	<b>Sen-Jam Pharmaceutical</b>
Michael	Petit	CEO and Co-Founder	<b>V-Glass, Inc.</b>

#### ATTENDEES

First Name	Last Name	Title	Company
Faith	Abraham	Chief Executive Officer	Volshauz Brands Pvt Ltd
Felix	Agakov	Executive Director	Pharmatics
Omair	Ahmed	CEO	Neurometry
WD	Allen	Professor	University of Missouri
Joseph	Anders	President	LeoSat Enterprises
Justyna	Andrysiak	CTPO	Proteon Pharmaceuticals
Paul	Armijo	President & CEO	Armijo Innovations LLC
AJ	Attavar	Angel Investor	NPS, Inc
Darrin	Auito	Partner	HEA Law PLLC
D'vyne	B	Vice President + Business Developer	Devyne Business Consulting
Erika	Baez-Grimes, CM&AP	Business Broker	Transworld Business Advisors
Anisa	Bahizad	Student	Wayne State University
Ole Henrik	Bang-Andreasen	Investor	Avant Bio
Paolo James	Bargellini	Sales Executive	EBI.AI
Paolo	Bargellini	Sales Exec	EBI.AI
Thomas	Bascom	President	LinkSpace, LLC
Rod	Batiste	CFO	Shotel Medical, Inc.
Samarth	Bedakihale	CEO	SpeakFluent
alicia	belony	Virtual Assistant	Alicia on Call
Victor	Beshidze	CEO	VB Solutions
Collin	Bhojwani	Associate	Allianz Life Ventures
Chris	Bianchi	Director Business Development	Healthy For Life Foods
John	Bianchina	Director	Spiritualsoftskills.com
Lauren	Bigelow	CEO	GCN
Rohit	Bohara	Entrepreneur	Ghatal Group Pvt Ltd
Cathy	Bradley	CEO	CBE
Jan	Breukers	CEO	First Choice Bio, Inc.
Dusty	Brown	AD CMC	Invetx
Dwika	Budhyantara	Founder	Hata
Dave	Bulhart	Founder	Refle-X-tions
Renee	Bullock	Accountant	Your H
Sean	Burcham	Founder	Erkunden
Baiju	C	Founder	Tursya
Alexius	Cabral	Business Chief officers	SD Holdings
Anthony	Cammarata	Outsourced CFO	Startupcannon
Joe	Carlin	Principal	JonXeone capital
gregg	carman	Founder & CEO	Chiefsight.ai
Hepzel	Castro	Independent IP consultant	HCHconsulting
Kate	Chander	Director	KARE Biosciences
Chris	Chen		
Nelson Hyde	Chick	CAO	Foil Flyer
Jason	Chou	Founder	TBD
Melinda	Chu	VC Scout	Multiple Firms
Carole	Coburn	BD	
Regina	Cohen	Shaman	Eagle Venture
Lisa	Coleman	consultant	consultant

Scott	Collins	CEO	AIG
Robert	Colorina	Director	AIAC Group
Jim	Colthart	Founder	Arborata
Daniel	Conley	Active Angel	Angels + Life.Sci Investors
Camilo	Correa	CEO/Co-founder	Water Adventures
aidan	courtney	Chairman	VascVersa Ltd
Albert	Crews	VP of Product Innovation	St. Jude
Lolita	Darden	Attorney-Investor	Darden Betts Strategic Intellectual Property Counselors
Jaroslav	Dastych	CEO and Foudrer	Proteon Pharmaceutical
Case	Davis	VP of Operations	GOT BAG
Todd	Dean	CEO	Sanjara Wellness
Hank	Dearden	Principal	Group 3D
Paramita	Debbarman	Business Strategist	PDCC
Christina	DeNeé	Owner	Big Head Cartoon Caricature Art & Entertainment
Hastikaben	Devda	Founder and CEO	HKD Cancer Immunotherapy Solns Inc
Poorva	Dharkar	CEO	Ziva Consulting
David	Dickinson	President & CEO	Myolex, Inc.
Dan	Dilks	SVP Business Development	AccuGenomics, Inc
John	Dinusson	President	Wave Forms Med Tech
Sathishkumar	Dugasani	CEO	Idea entity
Gib	Dunham	Founder	ACTA Tech US
Jeff	Ellington	Managing Director	ConcentricDNA Health Innovations, LLC
Amzi	Ellington	Managing Director	ConcentricDNA Health Innovations, LLC
Jonathan	Elliott	Investment Manager	Ejtemai Family Office
Reginald	Emordi	Wealth Management Advisor	Merrill Lynch
Jason	Epstein	MBA Summer Senior Associate	BMW i. Ventures
Selcuk	Ergin	MD	Boza
Maria	Ermolova	Investment Banking Managing Director	Weild & Co.
Herb	Ezrin	CEO & President	Potomac Business Group
Kim	F	Advisor	
Rahat	Fahim		CUNY
Sina	Faridimehr	Co-Founder and CEO	Enerytics
Arshad	Farooqi	Founder	MobriseHealth
Christopher	Feia	Director of Private Equity	ZT Corporate
Benito	Fernandez	CTO & co-Founder	The Whisper Company
Pete	Ferrari	Founder	Healthy For Life Foods
Yannick	Fokou	ceo and founder	Fokoutech
Crist	Frangakis	President & CEO	Achelios Therapeutics
Patricia	Gallagher	Principal	Treasury Solutions Info Tech LLC
Willim	Galle	President	DPS
Carolin	Garcia Rizo	BoA	Transcript bio / QuantPi
Sristika	Gautam	CEO	Nepal Skill Nexus
Thomas	Gaye	Co-Founder	Digital Native Corporation
Bill	Gerhart	CEO	Kinevant
Gregory	Giammittorio	Partner	Potomac Law Group PLLC
Veronica	Gibaja	Senior Director Biology	Redona Therapeutics
James	Gibbons	Founder/Wealth Manager	Alpha Pointe Capital
Bobby	Gillespie	President	Propr
Matthew	Goldfarb	President	AXON
Jeremiah Genrev	Gonzaga	Co-Founder	Nexus Pro Solution
Virginia	Gonzalez	CFO	Cannaflos GmbH
Simone	Green	CEO	SMG Enterprises LLC
John	Gregg	CEO	BalinBac Therapeutics, Inc.
Paul	Griffiths	Ceo	The Memoir Company
Mirta	Grifman	VP Clinical Development and Innovation	Biosplice Therapeutics
Kristin	Gross	Founder	Navdee
Karl	Groves	CEO	AFixt, Inc.
Yulia	Gufranova	CEO	Kiddy School
Fred	Gumbinner	President	Icon Finance
Ajay	Gupta	CEO and CMO	KARE Biosciences
Pradeep	Gupte	Founder CEO	Oxy-17 LLC
Dr. Kenneth	Gustin, Ph.D.	President, CEO, Owner	Independent Research and Risk Advisory LLC
Mark	Haas	CEO	AEG
Fizie	Haleem	Business Solutions Manager	Montgomery College
Christian	Haller	CEO	ROG
Will	Halliday	Partner	Williams Mullen
Mehran	Hamidi	CEO	Protected Wellness
Steven	Hamrick	Senior Attorney	Trow and Rahal, P.C.
Malcolm	Handelsman	ED	DIR
Michael	Hanson	Growth Strategy Consultant	Optimum Dynamics LLC
Jeff	Harvey	Principal	Harvey Partners LLC
Shiori	Hasegawa	Associate	Vision Platform
Qaizar	Hassonjee	Managing partner	Angel Star Ventures
Arthur	Henderson	CEO	Affinity Networks, Inc.

Clemens	Henry	CEO	Qodoro Global LLC
Caleb	Herbert	Chief Technology Officer	ApolloSec
Eddie	Hill	Director, Mason Enterprise Center	George Mason University
Houda	Hippler	Founder	Private
Debbie	Hiscott	Interim Executive Director	Smart City Works
Kateryna	Holland	Finance Professor	University of Missouri
Laura	Hong	CEO	AlaCura
Sunhee	Hong	Managing Partner	Linkorus
Jennifer	Hotai	Founder	Plover Animation
Mike	Huska	Chief Technology Officer	Vistra Business Solutions
Paul	Iacovacci	CIO	Enascor Capital
Christiana	Ike	Project manager/Administrative Officer	GoCaboo Technologies
Jackie	Iversen	Co-Founder, Chief Clinical Officer	Sen-jam Pharmaceutical
Jim	Iversen	CEO, Co-Founder	Sen-Jam Pharmaceutical
Mahari	Jackson	Analyst	KLS Alliance
Mahari	Jackson	Analyst	KLS Alliance
Vineet	Jain	Managing Partner	Wild Tree Ventures
Olivier	Jarry	COO	Advantage Therapeutics Inc
Bill	Jaspersen	President	BDB Holdings
Quinn	Jenkins	Founder	Human Element Education
Cijoon	Jeong	MBA candidate	Johns Hopkins Carey Business School
Shan	Jin	Director	Genytix
Kevin	Jones	CEO	MedFuse
Alan	Kadish	CEO	InvestorMatch.ai
Alan	Kadish	CEO	InvestorMatch.ai
Christina	Kao	Founder & CEO	Le Mini Macaron
Peter	Kaufman	CTO	ACTA-TechUS, Inc.
Simranjit	Kaur	Student	Algoma university
Lovepreet	Kaur	Manager	Walmart
Joe	Kessler	Managing Partner	Next-Stage Development Group, LLC
Bakyt	Khochshanov	CEO	Bothub Limited
Gene	Kim	Founder	DragonStartups
Ted	Koblick	Vice President of Business Development	Net-AV
Jim	Kocourek	Investor	Att
Martin	Koev	Manager	Koev Brothers
Helena	Kondow	Business Development Manager	Prince William County Dept. Economic Development
Velibor	Koprivica	Chief Strategy Officer	Enfinia Growth Partners
Dipti	Kotecha	associate	ASEA
Santoshi	Kotni	VP	Coppermine Capital
Nick	Kovacic	Partner	DealMaker.tech
Nick	Kovacic	Partner	DealMaker.tech
Victoria	Kozyreva	Venture Associate	Go Global World
M.D.	Kull	Founder	Amplifi Consulting and Executive Strategy
Deepak	kumar	SVP	Tech Observer
Tamsin	Lacourte	Chief of Staff	Kolibri
Norman	Lai	BOD	USMediGene Inc
Vijay	Lakshman	CEO	Brilliant Holdings Inc.
Joanne	Lancaster	VP Clinical Development	NGM Bio
Nathan	Langley	CEO	RxGuardian Inc.
Rudy	Larose	IT Consultant	SyncSystems Tech
Paul	Latchford	CEO	Spencer Trask Media & Communications Group, LLC
Nick	Lazaridis	President	AccuGenomics Inc
Steven	LeBeau	President	NanoMAG
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions, LLC
Anita	Lee	Founder	Twin Weavers
Ngeap	Lee	Founder	Snapkyu
Marcus	Lee	Managing Partner	SID Partners U.S.
Charles	Legg	CEO	Zea Biosciences
Christine	Leonard	head of strategic communications	sen-jam pharmaceutical
Phillip	Levine	Consultant	ACTA-techus,inc
Don	Lin	Co-founder and CIO	Telesair, Inc.
Brian	Lirette	Founder/ CEO	Gulf Coast Property Solutions of Louisiana
Tong	Liu	Co-Founder	Edlinx
Will	Liu	Founder	obtinnoventions
Kaylin	Lo	Entrepreneur Director	Keiretsu Forum
Darden	Loletta	Attorney	Darden Betts
Frank	Long	Vice President	Innovative Research
Francis	Long	Vice President	Innovative Research
Harold	Lozano	Business Assistant	Harold Lozano, more profits, more freedom
George	Luniv	Founder / Director/ System Engineer	Alomega Inc
Nizam	M	Manager	GNC
Hans	M. Sánchez	AM	Inspiralia
Laura	Macfarlane	Partner	UW
Paulo	Machado	CEO Investor	Health Innovation

Charlie	Manger	Founder	7Hats Solutions LLC
Patrick	Manning	ceo	Diagnostox
Bryan	Margaca	Founder	Atherton Capital
Kym	Martin	Founder & ROI-centric Communication Coach	Cohesive Insights
Britt	Massei	Founder & CEO	Whole in One Health
Aditya	Maurya	CEO	Zelox Entertainment
Mike	Mausteller	President	US Venture Broadcast
Aisha	Mccain	CEO	Casual Recovery Enterprises inc
Timothy	McDonald	Partner	Guidon Partners
Franne	McNeal	President	Significant Business Results LLC
Patricia	Medina	director	Aztex Trading SA de CV
Robert	Mendralla	President, Investments	RM Enterprises
Lily	Meng	Founder	CoCarting
Sam	Merchant	Chairman and Chief Investment Executive	The Merchants Financial Group, Ltd.,
Jeevan	Merkaji Somanna	Student	University of Siegen
Jomy	Methipara	Partner	DW
Andrey	Mikhalchuk	CEO	Craftus, LLC
Daniel	Miller	Strategic Finance	Rula
Randi	Miller	President	Venturesq LLC
Grant	Millsap	Investment Intern	Cortado Ventures
Charles	Mobbs	Founder	Gilga-Med, Inc.
Judy	Mod	Founder and CEO	Innovations Domain, LLC
Max	Mohr	Fundraising team	Start Engine
Mpho	Molepo	HLG	Manager
Pouya	Monfared	Senior software Engineer	Nego
Abu	Moniruzzaman	CEO	MindStaq
Jalisa	Montgomery	Founder	Social Rout3
John	Morgan	Managing Principal	Morgan Global LLC
Tina	Moriarty	Ops Manager	Malloy Industries
Elijah	Morris		
Roy	Morris	Partner	Sti
Kevin	Mullenex	CEO & Co-Founder	iotaBEAM, Inc.
Yanal	Murad	Founder	obtinnoventions
Jared	Murray	CEO	Alive Innovations LLC
Jeff	Musa	Managing Member	One Moxie Ventures LLC
Umer	Nawab	Chief Strategist	Ad Labz
Abby Jeanette	Nazareta	Partner	Avignon Global LLC
Kevin	Neal	CEO	P3iD Technologies Inc.
Gareth	Newman	CEO	Plausible Gaming
Anthony	Nigro	Director of Business Development	Siegfried AG
Paul	Nolde	Market Director	757 Angels powered by VentureSouth
Michael	Norton	President	Access Instruments
Michael	Norton	President	Access Instruments
Anna	Novitskaya	Venture Associate	Go Global World
Kellie	O Hara	Head of Investor Relations	Q1 Velocity
Lola	Omishore	CEO	TheraMotive
Godwin	Onochie	CEO	Pascal And Palmus
Emmanuel	Onyirimba	Lead designer	Emmaonyirimba.com
Sean	O'Reilly	CEO	New Columbia Capital
Shoichi	Osawa	Sr. Director	Sony
Bill	Pagels	CEO	Reliable-LFC, LLC
Matthias	Paisdzior	President	GOT BAG
Velimir	Pajic	Founder, Chief Scientific Offier	Liquim Ltd.
Noah	Parekh	Managing Partner	Key health Capital
Jay	Park	Managing Partner	Linkorus, LLC.
Jean-Luc	Park	Sr. Director Social Impact Fund	TEDCO
Sherry	Paterra-McDaniel	Investor	One Good Man Productions
Fred	Payne	CEO	Navanti
Mhiel	Peralta	IRO	Royal Belle Equity
Michael	Petit	Co-Founder & CEO	V-Glass, Inc.
The	Place	Cofounder	The Pitch Place
David	Platt	CEO	Bioxytran
William	Podd	President	Landmark Family Office
Jeremy	Poland	CEO	Nutri-Genetix Ltd.
Dennis	Polla	Professor	University of Minnesota
Victoria	Pratt	CEO	Pratt Standard Cocktail Company
Joel	Price	VP of Product Innovation	Core Source Technologies
Kelly	Pulman	VP Operations	Myolex, Inc
Sergei	Pustylnikov	CEO	100XBIO
Leonora Josephine	Quilalang	Project Manager	Zavod IT
George	Radmilovic	COO	Zimmersive4u
Yoav	Rapaport	CEO	PerMe
Rethabile	Rapulana	Attorney	Stegmanns Inc
Joe	Reddix	President and CEO	The Reddix Group

Ronald	Redmer	Managing Partner	R-Squared Capital Partners LLC
Donald	Redmond	Principal	Don Redmond Law Firm, PLLC
Alexander	Reynolds	Owner and Talent Acquisition Partner	Hippogriff
Ron	Robinson	Founder	TransitStar
Gary	Robinson	CEO Founder	PhaseDesign Research
Paul	Rojas	Managing Owner	Mayni Capital LLC
Mary	Rose	University Technology Transfer	George Washington University
Robert	Rosenberg	President	SMC
Kinga	Rudnicka	CEO Personal Assistance	Proteon Pharmaceutical
Elena	Rusyn	founder	AmpliceII Medical
Nader	S	Founder	Genex
Leslie	S	Investments	Family Office
Pooja	S	Head of Marketing	Nyusoft
Amir	Saberi	Director	Vita Tx
Cecilia	Sanchez	Chief Scientific Officer	Obatala Sciences
Bill	Sareen	Managing Partner	Asta LLC
Gabi	Schindler	CMO	Cota Capital
Raymond	Schuch	VP, Director of US Operations	Precisio Biotix Therapeutics, Inc.
Mahesh	Seethagari	Innovation Specilist	Ziva Consulting
Marcus	Semones	Founder	CARDIO-TDx
Mitesh	Shah	CEO	video-animation-service.com
Mostafa	Shahat	Founder	LinkedPro
Shian-Jiun	Shih	CEO	Cellentia
Ron	Shulkin	MD	Fractional CMO Group LLC
Miguel	Sibayan	VC Fellow	Mighty Capital
Taylor	Sieverling	Analyst	Allianz Life Ventures
Edward	Sigmond	President	Kestrel Holdings, Inc.
Kay	Simba	Founder	Belvédère
Kent	Slowinski	Co-Founder	M+M
Tom	Solitario	Technology Scout	Tom, Inc.
Yuvraj	Sonal	BOD	Taxanomic
Buer	Song	CEO	iCura Diagnostics, Inc.
Frank	Song	CEO	Riverside Consulting
Buer	Song	CEO	iCura Diagnostics
Anthony	Soscia	President	Atlantic Pharmaceuticals, Inc.
Ernest	Stern	Partner	Culhane PLLC
Jaime	Stern	CEO	Voxel
Henry	Stoever	Managing Principal	Windsor Strategy
Ning	Sung	Investor	Sand Hill Angels
Abhiram	Swarna	CEO	Rentastic Toys
Nick	Tabbal	Chief Consultant	JOT Analytics
Venkat	Tadakamalla	President	ITSYS Inc
Gil	Tadmor	Managing Principal	Radiant Digital Ventures
Colette	Tanyi N. B.	Founder and Chief Marketing Officer	NKINDLE
Ben	Teicher	Principal	Cedarbrook Advisory, LLC
Le-Marie	Thompson	Director, Business Development	University Startups
Assaf	Tidhar	CRO	PerMe
Derek	Tomlinson	Sales Leader	Google
Vicky	Townsend	president	Divorce Right, Inc
Tony	Trogrlic	President	River Rock Electric Corp
Ari	Tuchman	Managing Partner	TechnoVentures
L	Tuck	Founder	i-group
Kathleen	Turano	President	Nataur LLC
Carina	Tyrrell	CCO	PerMe
Laarni	Valledo	Business Development Manager	Management Analytics
Carol	Van Cleef	CEO	Luminous Group
Richard	Vazquez	CEO/CMO	SafeStart Medical, Inc.
Roy	Vella	Managing Director	Vella Ventures
Jim	Voeller	Patent Attorney	Maier & Maier
Tom	Vogelsong	Startup Scout	K2X Technology and Life Science
S.Eric	Wachtel	CEO	SmartMD Systems Inc.
Jordan	Wahbeh	Managing Partner	SV Venture Group
Brian	Walker	CEO	The CAP Group
Michael	Walsh	CEO	WorldCitizen.One
Ping	Wang	Founder	Ansir
Gerald	Wasige	Founder and CEO	Tuko Digital
Kyoko	Watanabe	Managing Director	DEFTA Partners
Joshua	Weaver	IT Business Solutions Consultant	Ctrl Shift LLC
Barry	Weinbaum	Financial Services Professional	New York Life
Robert	Weissman	President	Suvarna Partners LLC
Joseph	Whang	Consultant	Deloitte
Greg	Whelan	Innovation Analyst	Greywale Advisors
Mark	Whittaker	President	Aminoacids.com
Laurie	Wiggins	CEO	Company

Norelle  
Larry  
James  
Eric  
Paul  
Yi  
Doron  
Michael

Wildburger  
Wilner  
Wilson  
Wong  
Wronkiewicz  
Yang  
York  
Yukas

CEO  
CEO  
CVO  
Founder  
Manager  
Managing Partner  
CEO  
Financial Service Professional

Nanost  
The Strategies That Work  
Zea Biosciences  
  
Title Insurance  
WaterStar Capital  
CitySide Ventures  
New York Life



# 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



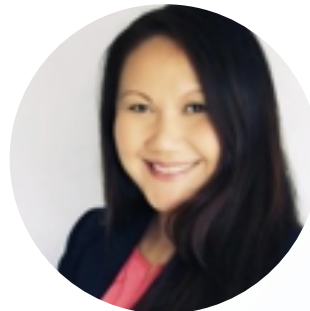
**MICHELLE MILLER**  
Founder  
MRM Consulting



**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

---

July 25

Aug. 29

---

Oct. 31

Nov. 21

Dec. 19

---

# REGISTER FOR OUR UPCOMING EVENTS

July 24  
CONNECTails



July 25  
Virtual Pitch



August 8  
In-Person



# CONNECT WITH US!





## 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:**

