



Big  Idea  
CONNECTpreneur  
P R E M I U M

August 8, 2024  
Washington DC



# Agenda

Thursday, August 8, 2024

**5:00 - 6:30 pm - REGISTRATION / NETWORKING**

**6:30 - 6:45 pm - WELCOME REMARKS**

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

NISHAUD RAJCOOMAR - General Manager, The City Club of Washington

JENNIFER TAYLOR - CEO, Northern Virginia Tech Council

JACK MINER - CIO, TEDCO

**6:45 - 7:35 pm - COMPANY SHOWCASE / ROCKET PITCH**

6 Promising Early Stage Companies will be introduced by:

SARA CLASPER, Associate Attorney, NEXT powered by Shulman Rogers

MARK HAAS, CEO, Association for Enterprise Growth

## PRESENTING COMPANIES

**Aakha Biologics - Hemanta Baruah**

**WheelerBio - Jesse McCool**

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

**Hedonia USA - Gary Schwartz**

**IMEROPEX - Jim Dear**

**MediMergent - Sandra Garrett**

**7:35 - 8:30 pm - NETWORKING**

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



# Speakers



## **TIEN WONG, CEO, OPUS8, INC.**

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



## **NISHAUD RAJCOOMAR, GENERAL MANAGER, THE CITY CLUB OF WASHINGTON**

A highly motivated and hardworking individual, having more than nine year experience in the field of Management & Finance | Hospitality | Guest Satisfaction | Operational and Service Excellence | Achieved Maximum Profitability



## **JENNIFER TAYLOR, CEO, NORTHERN VIRGINIA TECHNOLOGY COUNCIL**

Jennifer Taylor serves as the President and CEO of the Northern Virginia Technology Council (NVTC), a leading trade association representing the National Capital Region's expansive tech community. With a membership of 500 organizations spanning various tech sectors, service providers, academic institutions, and nonprofits, NVTC has thrived under Taylor's leadership since 1991. Jennifer has significantly increased membership, engaged over 15,000 tech professionals through events, and implemented a five-year strategic plan impacting over 20 key performance indicators. Prior to NVTC, she played a crucial role at the Consumer Technology Association (CTA) as VP of Industry Affairs, launching initiatives focused on closing the skills gap and promoting diversity in the tech sector. Jennifer's extensive career also includes leadership roles at AARP, where she developed a smart tablet for seniors, and various positions at the American Red Cross, RTCRM, and KSK Communications. Recognized for her contributions, she has received numerous awards, including the Distinguished Alumni Award, Prominent Patriots in Business Award, Virginia Business Women in Leadership Award, and the Tech Titans Award. Jennifer holds a BA in communications/journalism from the University of Michigan and an MBA from George Mason University. She is dedicated to positioning the region as a global tech hub and actively serves on multiple boards, including Connected DMV and the Technology Councils of North America.



## **JACK MINER, CIO, TEDCO**

As TEDCO's Chief Investment Officer, Jack stewards the organization's investment and due diligence processes, leads the Builder, Seed and Maryland Venture Funds, and manages the investment portfolios to maximize financial return and ensure a lasting impact for the State of Maryland. Jack is an experienced entrepreneur, economic development specialist, and subject matter expert for venture-stage technology startups. He successfully partners with R&D teams, strategic investors, and investment colleagues to develop and communicate the vision and launch strategy while optimizing the success of pipeline assets. Jack is adept at vetting companies and teams, evaluating investment strategies, and measuring results. He is focused on designing and implementing corporate venture processes using the most current techniques and trends to attract investors, improve company valuations, and bottom-line return to stakeholders.



# Speakers



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

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



## **MARK HAAS, CEO, AEG**

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





Developing next generation multi-specific antibodies that activate NK & a subset of T cells to combat solid tumors. Our first program (AHA-1031) has progressed to external manufacturing. On track for IND filing by Q4 2025.

### **Leadership team**

Aakha was **founded by Hemanta Baruah**, Inventor of Sintilimab (an approved anti-PD-1)  
**Board members:** Errik Anderson (Founder and CEO of Alloy Therapeutics), Robert Mabry (CSO of Orna Therapeutics), Chris Pacheco (VP, Head of venture partnerships at Ginkgo Bioworks)

### **Scientific Progress since its inception in 2021**

**First program (AHA-1031):** Superior *in vivo* efficacy compared to phase I clinical comparator (CLN-619). Demonstrated efficacy in NSCLC patient derived xenograft where anti-PD-1 treatments are ineffective. Currently in cell line development at external CDMO.  
**Tri specific program:** PoC tri-specific NK engager showed **>1000-fold higher potency** than CLN-619

### **Why invest at Aakha Biologics?**

**Aakha has external validation & traction.** Company obtained \$400k SBIR grant from the National Cancer Institute & \$2.55 million grant from the Cancer Prevention and Research Institute of Texas (CPRIT)

**Raised additional \$4.8M pre-seed investment.** Notably, the founder has invested \$200k of his own money into the company

**De-risked lead target.** Recent human clinical trial data for the lead target showed **encouraging preliminary readout** in solid tumors

**Opportunity for significant returns.** The company has potential to be a billion-dollar opportunity that can lead to returns of more than 30X

**Strong IP position:** US Provisional composition of matter patent filed (June 2024) that covers more than 50 novel antibodies positions the company for exciting partnerships & growth

**Huge unmet medical need.** Estimated that over 600,000 patients will die from cancer in the US in 2024. **Blockbuster drug opportunity.** KEYTRUDA® generated \$25 billion in 2023 sales in oncology indications alone.

**Actively raising \$3M in convertible notes:** To progress the second program to IND enabling studies. This will strongly position Aakha to approach institutional investors for priced round

## Executive Summary

Early-stage biopharmaceutical product pipelines often face high attrition rates due to various risks, particularly significant technical challenges during scale-up manufacturing (CMC - Chemistry, Manufacturing, and Controls). Our CDMO platform, Portable CMC®, offers a solution to these challenges by providing early-stage customers with affordable, agile, and predictable biomanufacturing.

## Differentiation

Wheeler's services are focused on early-stage antibody projects. Our differentiation is based on right-sizing our operations from a scale and compliance perspective and partnering with high-quality organizations (like Alloy and Charles River) to offer clients access to a turn-key solution for early clinical supply that is both domestic and affordable.

## Key Technology

Portable CMC® is Wheeler Bio's antibody scale-up manufacturing platform

- Integrated with drug discovery workflows to drive efficiencies in tech transfers
- Built-in time-saving strategies using modern CMC strategies
- Proven scalability from clinical to commercial scale equipment
- Robust, high titers and consistent product quality in GMP (Good Manufacturing Practices) environment

## Built for Biotechs

- *Funding Alignment* | Modular work packages aligned to your product's development and fundraising milestones
- *Accessible Platform* | Reduced risk with a predictable scope and no large upfront financial commitments
- *Affordable Workflow* | All-inclusive pricing with the option to defer cloning until programs are clinic-ready
- *Process Freedom* | Open-source, client-owned processes for de-risking scale-up and tech transfers
- *Speed to Clinic* | Pool-based workflows for rapidly progressing through CMC milestones

## Strong Commercial Traction

- Opened doors in October 2023 – now with 9 new customers
- \$250 million pipeline with profitability target in 2025
- Significant commercial acceleration was seen by Q2 2024

## Substantial Revenue and EBITDA Runway

- Chasing a \$30 billion CDMO market by 2030
- 5x revenue growth compared with 2023
- Full capacity supports \$100 million top line and 40% EBITDA margin



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
- Pilot w/ leading supermarkets
- Growing revenues permit royalty-based financing models w/ guaranteed ROI

### Contact:

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

## Executive Summary

Aug. 2024

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™ for Cancer: 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*)
- Cost of tumor protein biomarkers less than 1/3 that of ctDNA
- Can be collected at pharmacies and at home without venipuncture
- Demonstrated in recent blinded validation study by the U.S. **National Cancer Institute** to detect half of all **early stage** pancreatic and ovarian cancers in blood specimens collected up to 6 months prior to diagnosis (far superior to competitor).
- **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
- **Revenues doubling yearly; line-of-sight to profitability**

### **MCEDs Gaining Reimbursement Support**

**Federal**—Congress advancing the Medicare MCED Screening Coverage Act co-sponsored by over 300 members of Congress (bipartisan) to expedite CMS coverage of MCEDs.

**States**—Three states (MD, NJ, NH) already funding MCEDs for their employees at highest risks for cancers—firefighters—with legislation pending in several other states and expected in most by 2025.

### **OneTest™ for Longevity: Tracking Inflammatory Biomarkers for Healthy Aging**

- In Q4'24 we will launch a new test panel that measures and tracks biomarkers of chronic inflammation associated in 8 of 10 leading causes of death
- AI algorithm powered by data from over 100,000 individuals will recommend specific diet and exercise changes to reduce chronic inflammation and all-cause mortality

### **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**.



# EXECUTIVE SUMMARY



## VALUE PROPOSITION

Hedonia is a revolutionary product, an all-natural, first-of-its-kind medical food. It is specially formulated to address the unique nutritional needs of people suffering from depression, without the need for a prescription and without the side effect profile associated with pharmacological agents.

Hedonia™ is not a drug. It is not a supplement. It is a unique patented 3-in-1 product classified as a medical food. Hedonia is specifically formulated to address the unique nutritional imbalances and or deficiencies of people with depression, which cannot be managed by an ordinary diet alone. The nutrients (Omega-3, SAmE, and L-methylfolate) occur naturally in your body but may be out of balance in your brain if you suffer from depression. Hedonia works by raising the levels of these critical nutrients to normal, healthy levels. Medical foods have been used since the 1950s. They have been developed for many diseases, such as Crohn's, ulcerative colitis, gastroesophageal reflux, insomnia, Alzheimer's, and Parkinson's. Examples of Medical foods include Pedialyte, Ensure, Glucerna, and Pulmocare.



## LEADERSHIP TEAM

- Alexander Vuckovic, M.D.** Founder, Inventor & Chief Scientific Officer
- Dany Sfeir**, Chief Executive Officer
- Bengt Persson**, Chief Operating Officer
- Shepard Kramer**, Chief Marketing Officer

## SCIENCE BOARD OF ADVISORS

- Alexander Vuckovic, MD** Founder & CSO
- Dr. Joseph Firth**, PhD University of Manchester
- Derek Tobin**, PhD Clinical Science Manger Epax Norway
- Prof. Jerome Sarris**, PhD Psyche Institute

## COMPANY BACKGROUND

Hedonia USA, Inc. was incorporated in January 2021 in the State of Delaware. The company was founded by Dr. Alex Vuckovic, a Harvard Medical School Psychiatrist and Psychopharmacologist, based upon his over 40 years of treating patients with depression as well as substantial published research by many practitioners.

## COMPETITION

There has never been a product like Hedonia on the market and as we sit here today there is no competition and will not be for a long time because of our patent protection.

## DISTRIBUTION CHANNELS

We intend to launch Hedonia in mid Q3 2024 and will initially be marketed as medical food and sold as direct to consumer (D2C) via our website. After the launch of the medical food product, we will market Hedonia selling to select retailers. Within 2 years we will execute our full retail strategy, working with pharmacies and large retailers to sell Hedonia both as a medical food and in alternate formulation with a family of supplements to address the 80 million USA residents who take supplements daily.

## PATENTS

Hedonia has patents that protect the product through 2037 both domestically and internationally as well as in an supplement version. In addition, the company has a patent on its special dual capsule delivery system.



## ADDRESSABLE MARKET

The World Health Organization (WHO) estimates there are one billion people globally suffering from depression, or about 1 in every 5 people. In the United States, 31 million people have mild to intermittent depression. At an average cost of \$2,200 for a one-year supply of Hedonia would be a \$6.82 billion in market just in the USA.



## ASK

Hedonia USA, Inc. has raised \$2.9 million to date both in seed capital and a Series A round. Currently, we are seeking \$10 million in Series B financing. The capital will be used as follows:

Marketing and Media	52%
Manufacturing and raw material	22%
Talent acquisition	11%
Research & development	15%
<b>Total</b>	<b>100%</b>



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

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

**Leadership Team:** The IMEROPEX Founder has 20 years of experience in developing and managing the DOD/DHS Simulation Experimentation (SIMEX) Program. The Co-Founders have respectively 30 years of experience in software development and management and 15 years of experience in data science and quantitative analysis. Our board of advisors includes a retired Army Major General; a former AIG Executive; the Executive Director of the International Virtual Reality Healthcare Association; and an architect and serial entrepreneur.

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

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

**Market:** IMEROPEX will intersect and shape the following global markets: the \$12.7 Billion modeling and simulation market; the \$132.4 Billion Crisis Management Market; the \$8 Billion Crisis Management Insurance Market; and the \$22 Billion Virtual Reality Market. Clients could include public and private crisis/emergency managers; first responders; private security firms; and insurance underwriters.

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

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

**Quick Facts**

**Company Name:**  
IMEROPEX, Inc

**Contact:**  
Jim Dear

**Address:**  
7950 Jones Branch Dr., 8<sup>th</sup> Floor  
North, Tysons, VA 22102

**Phone:** 571-443-7008

**Email:** [jdear@imeropex.net](mailto:jdear@imeropex.net)

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

**Industry:** Crisis Management

**Domain:**  
Virtual Reality/Data Science

**Bank:** Mercury

**Law Firm:** Shulman Rogers/NEXT

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

**IMEROPEX Trademark:**  
US, EU, and UK.

**Leadership Team:**  
Jim Dear, Founder/CEO  
Dean Zywicki, Co-Founder/CTO  
Izzy Kohler, Co-Founder/Data Scientist

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

**Current Investors**  
Microsoft and KiwiTech

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

**Bookkeeper**  
Intuit/QuickBooks

**Auditor/Accountant**  
Mongio and Associates CPAs, LLC

**Financial Projections (Unaudited):**

	2024	2025	2026	2027	2028	2029
Revenue (\$000)		3,300	10,000	21,700	38,600	60,700
EBIT (\$000)	(1,813)	(4,890)	(1,720)	(398)	4,500	12,600

## MediMergent LLC

Sandra S. Garrett Ph.D.  
9210 Corporate Blvd. Suite 100  
Rockville, Maryland 20850  
Phone: 301-388-5888  
Email: sgarrett@medimergent.com



Web Address: [www.medimergent.com](http://www.medimergent.com)

### Summary

**Mission:** To humanize health care delivery by capturing the Voice-of-Patients and enhancing their participation in the shared decision-making process.

**Industry:** AI-Driven Healthcare Tech and Real-World Evidence

**Number of Employees:** eleven plus contractors

**Stage and Amount of Financing Sought:** \$3M Pre-Series A-equity and/or debt

**Current Investors:** (\$4.3M Invested) Friends and Family Private Placement

**Use of Funds:** Continued development and pilot testing of Virtual Human/Generative AI platforms; hire additional engineers, designers, sales, marketing, project managers; expand algorithms for analytics.

### Business Description:

MediMergent is an AI-driven, patient-centric, digital healthcare company capturing Real-World Evidence (RWE), directly from the **Voice of the Patient**. Integrating direct patient engagement with digital technologies and predictive analytics, MediMergent provides Real-World Data (RWD) to stakeholders across the healthcare product and service life cycle. MediMergent is revenue producing and profitable from current business. The Company is currently expanding its suite of AI-driven digital applications with the build of Synthetic Virtual Humans used to enhance patient engagement in the shared decision-making process. The goals are to improve health outcomes and reduce the overall cost of care.

### Management:

**Sandra S. Garrett Ph.D. - Chairman and CEO:** Serial entrepreneur with established track record; Co-Prin. Investigator US FDA.

**David Warnock - Acting Chief Financial Officer:** Experienced leader with early/growth ventures.

**Bruce Garrett M.D. - Chief Operating Officer:** Managing Partner of the 2<sup>nd</sup> largest nephrology practice in the US; CEO of a global Clinical Research Org.

**Ken Borow M.D. - Chief Medical Officer:** CEO of a NASDAQ traded CRO; Sr. Director, Clinical Research Operations, United States, Merck & Co., Inc.

**Bryan James -** Leader in the development and management of Electronic Medical Records (EMR) platforms and enterprises.

**Greg Simon Esq. - Independent Board Member:** Exec. Director, White House Cancer Moonshot Task Force; President, Biden Cancer Initiative.

**Matt Eyles - Senior Advisor:** Immediate Past-President/CEO Association of Health Insurance Plans and Providers (AHIP).

**Products/Services:** Conceptualized under a Research Collaboration Agreement with the FDA, MediMergent has commercialized three fit-for-purpose platforms including **MediManager™** an all-digital solution for the management of research programs, pre and post approval; **MediMentor™** for advanced patient engagement and education; and **MediMetrics™**, our multi-sourced RWD lake including proprietary algorithms for population health analytics.

**Technologies/Special Know-how:** MediMergent AI is a responsive, interactive platform that provides 24/7 access to **Virtual Human Advocates (VHA)**, designed for always-on-call patient engagement. These VHAs, whose characteristics are selected by the patient to reflect profiles that engender comfort and communication, listen to patients, and respond with emotional intelligence. They engage, educate, assess risk, monitor, and track while integrating patient data and distributing to the healthcare team based on permissions provided by the patient.

**Markets:** MediMergent's products and services cross multiple verticals including Clinical Trials, Real-World Evidence and Virtual Humans with a minimum projected market value of \$46.7B, \$78.8B and \$11.3B respectively.

**Distribution Channels:** Health insurers/plans, biopharma, pharmacies, Clinical Research Organizations, marketing and product launch companies, medical specialty networks, data analytics and aggregators, regulatory agencies.

**Competition:** Hour One, Nine Two Three, UneeQ, Flatiron, Acton, Evidation Health

### Financial Projections \$ in MM\$): Assumes \$3M Pre-Series A Investment

	2024	2025	2026	2027	2028
Revenue:	\$3.8	\$17.2	\$46.7	\$84.5	\$141.0
Net Cash Flow:	\$0.94	\$0.92	\$26.3	\$53.3	\$93.9



# Our Partners



## THE CITY CLUB OF WASHINGTON

In 1987, The City Club of Washington was founded as a private yet inclusive environment to bring together prominent business and social leaders of Washington, D.C., for influential conversation and shared experiences. Situated within walking distance of the White House, National Monuments and the Pennsylvania Avenue Corridor, the Club is rooted in a strong foundation built on rich tradition.



## NEXT powered by SHULMAN ROGERS

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



## TEDCO

TEDCO is Maryland's leading source of funding for early-stage, technology-based businesses. Our mission is to enhance economic empowerment by fostering an inclusive and entrepreneurial innovation ecosystem. We identify, invest in, and help grow technology and life science-based companies in Maryland. Over the last 24 years, TEDCO has provided significant value to the state's start-up community by supporting over 10,400 Maryland jobs and generating more than \$2.3 billion in statewide economic activity as of 2021. Learn more by visiting us at [tedcmd.com](http://tedcmd.com).



## AEG

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



## MODUS CREATE **eModusCreate**

Modus Create is a consulting firm that helps companies transform for success in the digital future. Through a collaborative engagement model, we help our clients with product strategy, application design/build, user experience, and process change.



## PAT SHERIDAN, CO-FOUNDER & MANAGING PARTNER, MODUS CREATE

Pat is focused on the intersection of design, technology, and business. He saw the need for a high-end product consulting firm built with open-source team design and the concept for Modus was born. Pat helps clients see new ways to tackle challenges with emerging technology and brings his unmatched passion to work every day. As a serial entrepreneur and active startup mentor, he's a co-organizer of NoVa.JS and NYC.JS. He is a 2011 graduate of Mind Share, received his MBA from Georgetown University, where he is currently an Entrepreneur-in-Residence, and holds a BFA from the Corcoran College of Art and Design, where he currently serves as an advisory council member for the George Washington University Columbian College of Arts and Sciences.



### NEW YORK LIFE

At the heart of New York Life is a commitment to be there for our customers when they need us—whether today or decades into the future. We have delivered on that promise for over 175 years by investing wisely, growing a portfolio of strategic businesses, and remaining true to our mission as a mutual company, accountable only to our customers, not to outside investors. For our customers, that means having the confidence that comes with knowing they can build a better future for themselves and those they love.



### BUZZY ROCKET

Buzzy Rocket was founded 12 years ago with the mission to help startups grow and scale their businesses. Debbie and Victoria do this with their decades of marketing experience combined with their first hand experience founding, growing and scaling successful startups. They only work with 6 startups at any given time so they can provide 1:1 attention to you and your team. The Buzzy Rocket team is also made up of web developers, graphic designers and copywriters so they can help you easily execute the marketing strategy they create. Learn more about their services at BuzzyRocket.com.



### NFP

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

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



### NORTHERN VIRGINIA TECHNOLOGY COUNCIL

NVTC is the trade association representing the Northern Virginia technology community. As one of the nation's largest technology councils, NVTC serves companies from all sectors of the industry, from small businesses and startups to Fortune 100 technology companies, government contractors, as well as service providers, academic institutions, and nonprofit organizations. More than 450 members look to the organization as a resource for networking and educational opportunities, peer-to-peer communities, policy advocacy, industry promotion, fostering of strategic relationships, and branding of the region as a major global technology center. Learn more at [www.nvtc.org](http://www.nvtc.org).



### BLU VENTURE INVESTORS

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



### THE MARYLAND TECH COUNCIL VENTURE MENTORING PROGRAM

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



### 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.



SHOUTOUT TO OUR PREP TEAM



## August 8 Attendees

### As of 08 08 24

SPEAKERS			
First Name	Last Name	Title	Company
Tien	Wong	Founder and Host	CONNECTpreneur
Mark	Haas	CEO	AEG
Sara	Clasper	Associate Attorney	NEXT Powered by Shulman Rogers
Nishaud	Rajcoomar	General Manager	The City Club of Washington
Jennifer	Taylor	President and CEO	Northern Virginia Technology Council

PRESENTERS			
First Name	Last Name	Title	Company
Hemanta	Baruah	Founder & CEO	<b>Aakha Biologics</b>
Jesse	McCool	Co-Founder & CEO	<b>WheelerBio</b>
Jonathan	Cohen	CEO	<b>20/20 Gene Systems</b>
Gary	Schwartz	CFO	<b>Hedonia USA</b>
Jim	Dear	CEO	<b>IMEROPEX</b>
Sandra	Garrett	CEO	<b>MediMergent, LLC</b>

ATTENDEES			
First Name	Last Name	Title	Company
Tarek	Abousalem	Managing Partner & Investor Relation	ElementOne Digital
Satya	Akula	Managing Partner	New Angel Capital, LLC
Sarim	Alavi	CEO	Traderverse
Jay	Aldridge	Founder	Green Bounty CAPS
Kishan	Alexander	SVP	World Insurance Assoc.
Roger	Allenbaugh	Partner	Northharbor Holdings LLC
Luis	Alvarez	CEO	Theradaptive
Walt	Anderson	CEO	AVEALTO Ltd.
David	Anderson	President	Prestructure
Wa'il	Ashshowwaf	CEO	Unstuck Labs
Darren	Auito	Partner	HEA Law PLLC
Marco	Avila	CEO	MD HispanicChamber of Commerce
Mark	Baldino	CEO	FireBot Suppression
Fernando	Batista	COO	InvestUSC
Kyle	Bayliss	Managing Director, Corridor Region	MD Small Bus. Dev. Center at UMD
Martiel	Beatty	CEO	MB Branding Solutions
Zoumana	Berte	Executive Director	JPMorgan Chase
Gus	Bessalel	Author	The Startup Lottery
Mahesh	Bhatija	General Manager	Human Health Ventures
Urvi	Bhatnagar	Managing General Partner	The Good Science Fund
Kathie	Brady	CEO	FITCI
Jeff	Brouse	Membership Director	The City Club
Sam	Bryson	Professional EOS Implementer	EOS Worldwide
Peter	Buchanan	Managing Director	NewPlan, LLC
JaneScott	Cantus	Managing Principal (CEO)	ILEX Leadership Associates LLC
Sue	Carr	President & CEO	CarrTech Corp.
Julia	Catuaara	Financial Services Professional	New York Life
Tonia	Chagnon	Events Manager	AEG
Wagas	Chaudhry	Sr. Microbiologist	NanoBioFAB
Sajid	Cheema	CEO	Blue Star Senior Care Advisors
Lulu	Chen	Senior Manager	Forvis Mazars
Henry	Ching	CEO	Enginuity Solutions
Elizabeth	Cho-Fertikh	Managing Partner	MEDA Ventures
Angela	Clark	Executive Director	Farm and Fish for Life
Orin	Clay	Managing Principal	JBOR Group Capital
Chris	College	Managing Partner	TCP Venture Capital
Ed	Connors	CEO	Heudia Health LLC
Misty	Cook	CEO	Concierge on Call
Susan	Coots	Financial Services Professional	New York Life
Victor	Cora Nazario	COO	SOAR Community Network
Amy	Cousins	Financial Services Professional	New York Life
Greg	Cullison	CEO	QWERX, Inc.
Lolita	Darden	Strategic IP Counselors	Darden Betts
George	Davis	Investment Manager	Wexford SciTech Fund
Hank	Dearden	Executive Director	ForestPlanet, Inc.
Jaap	Dekkinga	CEO/Founder	ThurnURL Inc.
Hector	Del Castillo	CPO	Byond



Brian	DeMuth	Managing Partner	Riphean Investments
Vince	Deng	Partner	Med-Fine Capital
Devina	Desai	CEO	Kinometrix
Edward	Diehl	Commercialization Officer	Defense Health Agency
Gian	Dilawari		
Vic	Diloreto	CEO	BlackMarker
Rich	DiPippo	Partner	NFP
Sheila	Dixon	CEO	Gigology Strategy & Solutions
Sarah	Djamshidi	Managing Partner	Speedshift Ventures
Albert	DuPont	CEO	TraxMethod
Jasmin	El Kordi	CEO	Mblue Labs
Jonathan	Elliott	Investment Manager	Ejtemai Family Office
Reginald	Emordi	Financial Advisor	Bank of America Merrill Lynch
Mark	Eposito	Director	EY
Herb	Ezrin	President	Potomac Business Group
Farbod	Fakhrai	CEO	Com-Sec
Branda	Fan	CEO	Nowy
Ken	Fealing	Director Of Innovation	StormCenter Communications - NASA
Robert	Fine	Executive Director	IVRHA
Bob	Fine		IMEROPEX
Dwight	Fischer	Founder	Covenant
Jed	Fochtman	President	Capital Advisors LLC
Justin	Fong	CEO	Hue.Lens   Hue.Ai
Ken	Frasier	Business Development Manager	CCS
Lisa	Friedlander	Chief Revenue Officer	NEXT Startup Group
Bill	Galle	President	Diversified Portfolio Strategies LLC
Chris	Galloway	Senior Advisor	Tigress Financial
Julie	Garrett	Executive Vice President	MediMergent, LLC
Bruce	Garrett, MD	COO	MediMergent, LLC
Richard	Gauthier	Vice President	Commercial Banking
Richard	Gauthier	VP	JPMorgan Chase
Derese	Getnet		Simmbion
Derese	Getnet	CEO	Simmbion Therapeutics
Greg	Giammittorio	Partner	Potomac Law Group
Jim	Gibbons	Founder & Wealth Manager	Alpha Pointe Capital
Rick	Gilchrist	Chair, CEO & Founder	Vannadium, Inc.
Konstantin	Girkhovskiy	CTO	Anantyx
Andrew	Goldsmith	CEO	AGX Marketing LLC
Douglas	Goldstein	Organizer	PROJECT REVITALIZE
Lei	Gong	Event Assistant	CONNECTpreneur
Conrad	Gong	Event Assistant	CONNECTpreneur
Lilly	Gong	Advisor	Glass Jacobson Wealth Advisors
Geyssel	Gonzalez	Controller	TEDCO
Karen	Goodman Maschi	Founder	Veza Innovations
James	Gordon	CEO	CULTIVA
Nicolette	Grams	Principal	Conscient Strategies
Teddy	Gresser	Director, Seed Funds	TEDCO
Fred	Gumbinner		Keiretsu Forum
Ajay	Gupta	Co-founder & CEO	HSR.health
Anita	Gupta	Founder	KiwiTech
Carl	Gupton	CEO	Greenswell Growers
Jeffrey	Guzy	CEO	CoJax Oil and Gas Corp.
Lee	Haney	Co-Founder	Farm and Fish for Life
Eric	Hanson	Partner	Pax Momentum
Qaizar	Hassonjee	Managing Partner	Angel Star Ventures, LLC
Jeffrey	Hausfeld	Chairman of the Board & CMO	BioFactura Inc.
Ralph	Heacock	CEO	DeepTerrain Inc.
Deb	Hemingway	Managing Partner	Ecphora Capital
Mark	Henderson	Associate Wealth Advisor	Bessemer Trust
Robert	Hendricks	Principal & Inventor	Electro-Media Design, Ltd.
Reece	Herberg	Marketing Administrator	OptfinlTy
Christon	Hill	PM, Georgetown Tech Ventures	<b>Georgetown University</b>
Laura	Hill	Chief of Staff	Bentley Systems
Lewis	Hoffmann	Strategic Advisor	The Pinea Group
John	Hrastar	CEO	InterSource
Helen	Huang	Sr. Research Associate	World Economic Forum
Kirsten	Hund Blair	Co-founder and CEO	Lambent Data
Linda	Jackson	President/CEO	InfoAge Solutions
Caleb	Jones	Talent Recruiter	Ryan & Wetmore
Randy	Jones	Family Office Strategist	The Synergy Consortium
Peter	Justen	CEO	Revwd

Marcel	Kaminstein		Kaminstein Family Office
Ruchi	Kapani	SVP	Vantage Commercial Realty
Nikolas	Katsiotis	CEO	AgriTiko Solutions
Ben	Katz	Managing Partner	Sentinel Ventures
Jim	Keeney	CEO	Dapt
John	Kennedy	CFO	ICaPath
Ted	Koblick	Vice President	Net-AV
Sotti	Koev	Co-Founder	Koev Brothers
Marty	Koev	Co-Founder	Koev Brothers
Dr. Izzy	Kohler	Cofounder	IMEROPEX
Judy	Kosovich	Investor/Advisor	Perryman Technologies
M.D.	Kull, Ph.D.	Founder	Amplifi Consulting and Executive Strategy
Dr. Tim	Lacy	Scenario Lead	IMEROPEX
Vijay	Lakshman	CEO	Brilliant Inc.
Sean	Lam	CTO and VP	I. M. Systems Group
Tony	Lau	Managing Director	Space Strategies
Leo	Lau	Co-Founder	Nowy
Ines	Lebow	CEO	Enterprise Transformation Solutions
Woosub	Lee	Managing Partner	SID Partners U.S.
Olia	Legoshina	Advisor to CEO	Gemba Finance Ltd
Troy	Lemaile-Stovall	CEO	TEDCO
Lechen	Li	Event Assistant	CONNECTpreneur
Rob	Link	Founder & CEO	TCA/TCB
Nao	Liu	CEO	NanoBioFAB
Jim	Long	Managing Director	VentureCross Partners
Jet	Lu	Customer Solutions	Amazon Web Services
Sabrina	Lu	Event Assistant	CONNECTpreneur
Pam	Lubel	VP, Membership	Maryland Tech Council
Bei	Ma	CEO	The Pinea Group
Jeff	Majka	CEO	The Security Bulldog
Svetlana	Makarova	Founder	Spark Change
Sarah	Malinowski	CEO and Founder	Seamless Transition
TJ	Master	Technology Mentor	Virginia ICAP
Mark	Maxey	President	Rolling Pictures
Parker	May	President	Clifton Aviation
Tim	McDonald	Partner	Guidon Partners
Ben	Mendel	Finance Consultant	Ryan & Wetmore
Jomy	Methipara	Partner	Dickinson Wright
Rafi	Miah	CEO	Craftcode
Stefan	Midford	President & Founder	Capango, Inc.
Jack	Miner	Chief Investment Officer	TEDCO
John	Morgan	Lead Principal	Morgan Global
Roy	Morris	Partner	STI
Hamid	Motahari	Founder and CEO	UpBrains AI Inc.
Marie-Louise	Murville	CEO	GoalsHabitsSkills, LLC
Jeff	Musa	President	One Moxie Ventures LLC
Charlie	Nahabedian	CEO	VK Digital Health
Roger	Nakazawa	CEO	Olympia Holdings
Silvana	Nani	Fund Raising Advisor	<b>PLEXISION, INC</b>
Ed	Novak	President	NovaVentures
Michael	O'Brien	Managing Partner	Síol Venture Capital
Angie	O'Grady	Partner & COO	StellaPop
Andrea	Pais	CEO	Novel Microdevices, Inc.
Jean-Luc	Park	Sr. Director, Social Impact Funds	TEDCO
Evan	Parnell	CEO	New Venture
Kushtrim	Peci	Financial Advisor	Merrill Lynch
Steve	Pennington	Vice President	Technology and Innovation
Tom	Perkins	Partner	Blu Venture Investors
Mali	Phonpadith	CEO	SOAR Community Network
Cameron	Powell	Head of AI	Holon Law Partners
Rob	Quartel	Founder and Executive Chairman	NTELX
Ali	Qureshi	COO	NuAxis
HW	Radin	Investor	
Michael	Reyes	First Vice President	Bank of America Merrill Lynch
Marisela	Rivera		MSBD
Larry	Rosenfeld	Founder	McLean Partners LLC
Paul	Ruppert	President	Global Point View Ltd.
Anuj	Sahay	International Investment	FCEDA
Ruwan	Salgado	Principal	Strat8gy International
Bill	Sareen	Managing Partner	Asta LLC
Rosemarie	Savino	COO	AEG

Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
Connor	Schrott	Event Assistant	CONNECTpreneur
Srikanth	Seshadri	Founder	Agile Growth Partners
Dany	Sfeir	CEO	Hedonia USA Inc.
Mario	Shaffer	Managing Director	H.I.G. Capital
Cindy	Shao	CEO	Asian American Chamber of Commerce
Elizabeth	Shea	President	REQ
Diana	Sherbacow	Co-Founder	Suite Matters
Todd	Sherbacow	Co-Founder	Suite Matters
Son	Sheridan	Angel Investor	Citrine Angels
Fisnik	Shpuza	CEO	zerapy.ai
Paul	Shulman	CEO	Anantyx
Patty	Simonton	Independent Consultant	Montgomery County
Brooke	Smallwood	Founder	OASIS Energy Partners
Mike	Smith	Washington Rep	Wheeler Bio
Tom	Solitario	Principal	Tom, Inc.
Dr. Rich	Staats	Advisor	IMEROPEX
Chris	Steele	Chief of Strategy	MTEC
Ernest	Stern	Partner	Culhane
Jacob	Stiglitz	Associate Director	Georgetown Entrepreneurship
Samuel	Sun	Event Assistant	CONNECTpreneur
Mei	Sun	Portfolio Manager	Defense Health Agency
Nick	Tabbal	Chief Consultant	JOT Analytics
Denise	Tayloe	CEO	PRIVO
Jennifer	Taylor	President and CEO	Northern Virginia Technology Council
Ben	Teicher	Founder and Principal Executive	Cedarbrook Advisory, LLC
Tammi	Thomas	Chief Development & Marketing Officer	TEDCO
Michael	Timmons	CEO	GoodFences
Paul	Tran	CEO	Jaisda
Andy	Tucker	Partner	Nelson Mullins
Carol	Van Cleef	CEO	Luminous Group, LLC
Joe	Van Cleve	Vice President	Van Cleve & Associates, Inc.
Jehan	Vuai	Biotech MS student	Georgetown University
Jun	Wang	CEO	Phycin
Michele	Weatherly	Director, Workforce	Prince William County Econ Dev
Barry	Weinbaum	Financial Services Professional	New York Life
Matt	Whitaker	Managing Director, M&A	Quantive Advisors
Jack	White	Partner	McGuireWoods
Laurie	Wiggins	CEO	BYond
Marcie	Wu	Private Investor	
Nancy	Wu	VP	iConnections
Steve	Yannares	Co-Founder	Novel Microdevices
John	Yetman	Co-Founder	AEG
Dendy	Young	CEO	McLean Capital
Susan	Young	Principial	Blue Dog Consulting LLC
Carrie	Zhang	CEO	Markeny
Olivia	Zheng	Event Assistant	CONNECTpreneur
Mike	Zheng	CEO	DataNinja AI
Fiona	Zhu	Senior Manager	Forvis Mazars
Karen	Zuccardi	Manager, Rural Business Innovation Initiative	TEDCO
Dean	Zywicki	Cofounder	IMEROPEX
Nick	Zywicki	CFO	IMEROPEX

# Thank you to our Partners





# Big Idea CONNECTpreneur

**REGISTER FOR OUR  
NEXT VIRTUAL EVENT!**

August 29



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

September 19



**REGISTER FOR OUR  
NEXT CONNECTAILS!**

October 1



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

October 8



# Big Idea

## CONNECTpreneur

### IN-PERSON PRESENTER INFORMATION

#### 2024 CALENDAR

**January 24**

Rockville, MD

**March 7**

Washington, DC

**April 15**

Washington, DC

**June 6**

Tysons Corner, VA

**August 8**

Washington, DC

**September 19**

Washington, DC

**October 30**

Baltimore, MD

**December 16**

Tysons Corner, VA

#### THE BIG IDEA CONNECTPRENEUR FORUM: OVERVIEW

Over 25,000 business leaders have attended our bi-monthly in-person events since 2012. These UNIQUE EVENTS are like NONE OTHER in our region, due to the high quality of our attendees and participants, as well as our programming and unprecedented networking.

The Big Idea CONNECTpreneur Forums are an exclusive "mashup" of over 400-550+ of the Mid-Atlantic Region's top entrepreneurs, business leaders, CXOs, angels & VCs.

Over 70% of our attendees surveyed rate The CONNECTpreneur Forums as "the number 1 networking event in the Mid-Atlantic region".

#### PRESENTER BENEFITS

- Exhibit cocktail table (hi-top) or 1/2 of a 6-foot exhibit table in networking Atrium
- Podium time - 4 1/2 minute pitch
- Preparation and review of Exec Summary and Deck (time permitting)
- Free lifetime admission to all future in person CONNECTpreneur Forums
- Personal intros to potential angels in our community - whether they attend or not
- Executive Summary in program book - printed and e-version on website
- 3 extra comp tickets - in addition to yours (4 total)
- Post-event recap sent to 80k business leaders in our Community will include your name, email address, website, and any links to follow-up investor meetings you may be hosting
- Social media marketing via the CONNECTpreneur Facebook pages, LinkedIn page, etc.
- Information about your follow-up meeting: You can provide me with an Eventbrite link or Calendly link to be included in our recap email after the event. This meeting will be hosted by you, and we will help you promote it by including it in our recap email to 80,000 people following the event.

#### PROGRAM HIGHLIGHTS

- Panels with leading "UBER" entrepreneurs and investors
- Leadership conversation with the region's top business leaders
- 8-12 Emerging companies seeking funding will briefly tell their stories
- Networking sessions before, during, and after the event

#### WANT TO PRESENT?

Please email your executive summary and/or presentation deck for evaluation and approval by our Review Committee: [srallison@opus8.com](mailto:srallison@opus8.com)



## 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:**



CONNECT with us!

