



Big Idea
CONNECTpreneur



SUMMERFEST
NETWORKING & PITCH
EXTRAVAGANZA



JUNE 13, 2024

5PM-8:45PM



VALO PARK CONFERENCE CENTER

[Connectpreneur.org](https://connectpreneur.org)



Agenda

Thursday, June 13, 2024

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

6:30 - 6:50 pm - WELCOME REMARKS - Valo Park Auditorium

TIEN WONG, Founder and Host, CONNECTpreneur

RAE STOTT, Co-Founder and CEO, REFRACTION

DAVID KELLEY, Vice President of Business Investment, Fairfax County Economic Development Authority

6:50 - 7:40 pm - COMPANY SHOWCASE / ROCKET PITCH

Companies will be introduced by:

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

MARK HAAS - CEO, AEG

PRESENTING COMPANIES

20/20 Gene Systems - Jonathan Cohen

CoapTech - Howard Carolan

Conquiro - Dr. Timothy Coffin

Diggs - Zel Crampton

SALTENNA - Dennis Defensor

TO THE MARKET - Jane Mosbacher Morris

Vegetable + Butcher - Turner Hoff

Wander Corporation - Kyle Bond

7:40 - 8:45 pm - EXPO AND NETWORKING

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.



RAE STOTT, CO-FOUNDER AND CEO, REFRACTION

Rae Stott Co-founder and CEO of Refraction is a dynamic leader, working at the nexus of startups, culture and community. Rae has built a robust foundation in using culture and community to address complex challenges and wicked problems.

Her career began in Australia, where she first built a community and founded a charity to address gaps in the social services ecosystem. She then helped deploy this formula against the failings in disaster response efforts, before turning her attention to technology companies. Her subsequent position as Director of Culture at GoCanvas, helped her prove the hypothesis that culture and community were as valuable in business as they are in addressing social issues.

As CEO at Refraction, Rae has returned to the organization she cofounded over a decade ago to understand how community and culture support the startup ecosystem and economy in post-COVID world. A challenge she relishes.



DAVID KELLEY, VICE PRESIDENT OF BUSINESS INVESTMENT, FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

David Kelley serves as the Vice President of Business Investment (BI) at the Fairfax County Economic Development Authority (FCEDA). During his tenure at the FCEDA, David has supported a wide range of sectors, including software, government IT, data centers, emerging technologies, analytics, and cloud companies.

Before joining FCEDA, David amassed over 25 years of experience in business development, holding various managerial and leadership positions at major technology organizations such as Akamai and the Corporation for Open Systems International. At the latter, he contributed to establishing the Open Systems Interconnection model, a foundational concept for the internet and telecommunications that remains widely used today.

In his fourteen-plus years at FCEDA, David has played a vital role in the organization's outreach to the business community. He has served on the boards of the Mt. Vernon Lee Chamber of Commerce, Greater Reston Chamber, and the Committee for Dulles. Additionally, he has held a leadership role in the local chapter of the Armed Forces Electronic Communications Association (AFCEA).

David is a graduate of Utah State University, where he earned a degree in Sociology with a focus on statistics, research methods, and economic and community development. Outside of his professional life, he is a classical guitarist and pianist.



MARK HAAS, CEO, AEG

Mark Haas is CEO and Co-founder of AEG (Association for Enterprise Growth), responsible for strategy, operations, and expansion of its communities of Elite Advisors and midmarket CEOs. He was previously President of ROM (Research and Organization Management) a strategy and operations management consulting firm, advising CEOs and boards internationally to include leadership training for Tanzanian energy executives, crafting strategy and business models for commercial and nonprofit companies, merging scientific associations, reorganizing biomedical research agencies, and facilitating for WWIV military strategy, US Navy global R&D strategy and response to nuclear terrorism.



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.



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

www.2020gene.com
www.OneTestforCancer.com

Key Strengths

- *No. 2 leader in fast growing market for multi-cancer early detection blood testing (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
(240) 453.6339 ext. 102

Executive Summary

June 2024

20/20 GeneSystems is the #2 leader in the U.S. in 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



COMPANY OVERVIEW

CoapTech is a medical device company based in Baltimore, Maryland managed by an MD+MBA team from the University of Maryland Baltimore and Johns Hopkins. Its patented, platform technology licensed from the University of Maryland Baltimore, allows ultrasound to guide interventional procedures in hollow organs of the body (such as the stomach and lung), where previously it was unsafe or impossible.

The Point-of-care Ultrasound Magnetic Alignment (PUMA) System™ enables several new minimally-invasive, bedside procedures. Bedside medical procedures have been shown to offer clear cost and safety advantages over conventional O.R. based procedures.

The company's lead product, the PUMA-G System, is a device enabling Percutaneous Ultrasound Gastrostomy (PUG), a more efficient, bedside procedure for placement of a permanent feeding tube.

Millions of patients around the world utilize feeding tubes when unable to eat or swallow - including many cancer, diabetes, stroke, Alzheimer's, trauma, and comatose patients.

The PUMA-G System is 510(k) cleared, highly differentiated, and has high margins and strong growth in its early commercial launch. The company has raised \$17M in initial funding (\$13M private/venture, \$4M in NIH grant funding) An NIH review panel at NIDDK described the PUMA platform as: "A significant advance in the development of minimally-invasive procedures."

www.coaptech.com



Invest in Baltimore: opportunity to join a \$9M investor-friendly equity round lead by Good Growth Capital. info@coaptech.com

Patented Platform Technology

PUMA System™ designed to save cost and lives

- PUMA System is an entirely new category of minimally-invasive devices
- Uses point-of-care ultrasound visualization + magnetic guidance
- High-margin disposable catheters, enable ultrasound into hollow organs
- 9 patents granted in US, EU, Japan, several others pending
- 4 different PUMA procedure devices in studies and/or pre-510K submission: PUMA-G Pediatric, PUMA-G XL, PUMA-J, PUMA-NG

Lead Product - PUMA-G System™

The world's first and only ultrasound gastrostomy device

- Gastrostomy tubes (feeding tubes) are used by millions globally
- Conventional gastrostomy requires surgical suite + specialist consultant + expensive advanced imaging technology (e.g. endoscopy, fluoroscopy)
- PUMA-G enables the bedside clinical team to place feeding tubes on demand using ultrasound, with no specialist / operating room needed
- Demonstrated large cost savings in real-world implementations
- Clinical users include Univ. of Maryland, Johns Hopkins, Cedars-Sinai, Univ. of Miami, Mayo Clinic, USC, Memorial Hermann, Ohio State

PUMA-G in the Market

- 35+ costumers across the USA, IDN expansion (e.g. HCA, Kaiser, Dignity)
- Strong growth in revenues YoY, QoQ.
- \$2,680 ASP for procedure kit, razor-razorblade sales model
- Gross margins 85%, COGS can reduce further with mass production
- 1000+ cases with exceptional safety profile
- Univ of Miami economic study showed \$35K per patient savings
- Univ of Maryland economic study showed \$26K per patient savings

PUMA-G is Manufactured in the USA

- External magnet is manufactured in Baltimore, MD by CoapTech
- Balloon catheter is manufactured in Baltimore, MD by EMS
- Pigtail guidewire is manufactured in New Britain, CT by Acme Monaco
- All kitting is performed in Baltimore, MD by CoapTech

Expanding Products in the Enteral Space

- Pediatrics: PUMA-G Pediatric System currently in NIH-funded IDE study at CHOP, DC Children's and Columbia University hospitals
- Morbid Obesity: PUMA-G XL designed to reach large tract depths of patients suffering from obesity, V&V testing for 510K pre-submission
- Jejunostomy Feeding Tubes: PUMA-J System currently under IDE review for first-in-human study at University of Maryland Medical Center
- Temporary Feeding Tubes: PUMA-NG has undergone advanced prototyping and ex-vivo testing, ready for first-in-human study

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 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 \$65B market in the US with 31% CAGR. Conquiro's initial target within this market is acute care healthcare facilities. 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 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 RTLS and demand optimization technology that gives us a unique capability in the market, and we are developing proprietary AI algorithms for predictive maintenance. 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

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

Social
LinkedIn: <https://www.linkedin.com/company/conquiro>



1610 Maddux Lane, McLean, VA 22010
www.conquiro.ai

CONQUIRO

DIGGS

Market leader in premium
pet crates and kennels
(sold omni-channel)



Problem

Pet products, particularly dog crates, are ugly, cheaply made, unsafe and undifferentiated. Everything is a black wire cage and people hate them.



Market Opportunity

- The Pet Industry is very large and growing as customers treat their pets more like family and spend more on them.
 - Pet Guardians are seeking better products for their beloved pets, and the options for high-quality crates and kennels are almost non-existent.
-

Introducing DIGGS: The Solution



Industry leader in pet containment products, with multiple awards and 'best-of' winners (e.g., Revol, Passenger) that are IP protected.

Experienced team, with recent VP/SVP experienced hires in marketing, supply chain and finance. Impressive and large board of directors, with very deep functional and operational expertise.

Historically direct-to-consumer, but have executed a major **wholesale expansion** with top retailers such as PetSmart, PetCo, Costco, Walmart, Pet Food Express and many others. We recently expanded from 75 stores to 815 stores with PetSmart (9' wide, DIGGS branded display) after hitting sell-through targets in Q4-23.

International expansion to Canada and Australia via top-tier retail partners (Pet Valu, Pet Circle).

Strong metrics: Declining CACs, growing repeat purchase rates and high first order AOVs.

2024 projected net revenues of ~\$20m (+35%) with a plan to reach \$100m within 5 years.



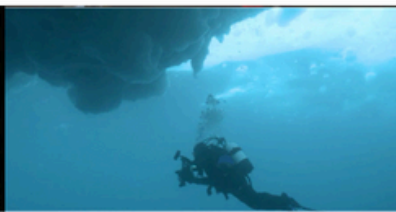

Compelling gross margins (~65%) and are very close to break-even on an EBITDA basis (expected to turn profitable throughout H2-24).



They are practically unavailable underwater, underground, inside complex urban infrastructures, under jungle canopies, and under the ice.

WHY DOES THIS MATTER?

**GOVERNMENT: Threat of 3-front war in the Middle East, Europe and Indo-Pacific
A New and Disruptive Warfare: AUV, Counter-AUV, Drone Swarms, and AI**

			
Underwater	Underground	Under The Ice	Complex Infrastructures
Submarine Warfare Seabed Warfare Underwater Drones	Subterranean Warfare Mountain Bunkers Cave/ Tunnel Warfare	Nuclear Deterrence Missile Defense	Urban Warfare Law Enforcement Disaster Relief

COMMERCIAL : Trillion-dollar industries worldwide have unmet needs for wireless communication and sensing.

			
Underwater	Underground	Under The Ice	Complex Infrastructures
Fishing & Aquaculture Seabed Mining Tourism	Oil & Gas Precious Metals Lithium and Rare Earth	Energy Mineral Resources Lithium and Rare Earth	Manufacturing Warehouses & Depots Airports & Airfields

Plasmonics: Tested and Demonstrated Wireless Capabilities:

Underwater: Works better than acoustics with higher bandwidth, reaches farther distances and depths, and doesn't require line-of-sight (unlike optical) or get affected by murky water.

Underground: Passes through metal walls and limestone (storage facilities).

Metal and Thick Walls: Penetrates metal walls, barometric chambers, submarine hulls, pipelines, and shipping containers.

Complex Infrastructures: Functions through thick walls and doors in warehouses and underground garages.

Why Saltenna?

- Experienced and Exceptional Team Fully Focused on Customers
- Dual-Use and Customer-Focused Strategy
- Achieved DOD TRL 3 to TRL 6 in Various Applications
- 2 Patents Awarded, 6 Patents Pending and 38+ Patentable Technologies
- Anticipating two DoD R&D of Between \$ 6 -9 Million

Saltenna Seeks \$9.0 Million First Round Funding

- Execute a comprehensive patent strategy for Saltenna's Plasmonics
- Hire more engineers to extend the range and depth of Plasmonics capabilities across all domains
- Develop new Plasmonic technologies and Use Cases across industries
- Develop first wave of DOD and commercial products

Saltenna Team

Dendy Young, Chairman of the Board, Founder
B.S. in Electrical Engineering and Computer Science, Massachusetts Institute of Technology. M.B.A. from Harvard Business School.

Dennis G. Defensor, Chief Executive Officer
B.S. in Biology, Beloit College. J.D. from the Catholic University of America – Columbus School of Law.

Dr. Igor Smolyaninov, Ph.D., Chief Technology Officer and Founder
M.Sc. Moscow Institute of Physics and Technology. Ph.D. in Physics, Kapitza Institute for Physics at Problems, Russian Academy of Sciences

Dr. Quirino Balzano, Ph.D., Senior Scientist
Ph.D. Electronics Engineering. University of Rome, La Sapienza, Rome, Italy.

CAPT Denny Brisley, USN (Ret.), Chief Strategy Officer
. B.A. International Relations, Stanford University. M.A. Defense and Strategic Studies, U.S. Naval War College.

Sanjee Singla, Vice President of Product Development and Operations
B.A. in Economics and Physics, Stanford University. M.S. Management Science and Engineering w/concentration in Global Project Finance, Stanford University. CAPM, Project Management Institute.

A software platform enabling responsible vendor compliance and management, digitized procurement, and automated impact reporting.

ABOUT US

TO THE MARKET is an innovative platform powering the ethical and sustainable supply chain for some of the world's largest companies. Facing intense and rising demand for operational transparency, our clients rely on our proprietary digitized vendor scoring, procurement workflows, automated reporting, and more. Our annual revenue run rate is from diverse enterprise clients including TD Bank, Red Hat, Sephora and Walgreens. We have assembled an elite team of C-Level leaders with multiple exit experience. A \$7.5M funding round is nearly complete with room for \$1M from select new investors.

EXAMPLE CLIENTS	SELECT INVESTORS	SELECT METRICS
 	<ul style="list-style-type: none"> Techstars + Techstars Impact Farfetch (NYSE: FTCH) Curate Capital Working Capital Fund (A Supply Chain Innovation Fund) Michael Preysman (Founder of Everlane) Steve Sadove (Former Chair and CEO of Saks Fifth Avenue) 	<p>\$6M+ 12 Month Run Rate</p> <p>\$856 CAC with 60 Day Payback Period</p> <p>\$342K LTV</p> <p>1B+ Production Capacity of Suppliers on TO THE MARKET platform</p>

OUR VALUE PROPOSITION



▶ T.R.A.C.E. SUPPLIER VETTING + SCORECARD MONITORING

Vet and monitor suppliers using our proprietary T.R.A.C.E. vetting system and vendor scorecard. The T.R.A.C.E. vetting system and vendor scorecard algorithms are currently optimized for apparel, accessories, and home goods with expansion to additional sectors forecasted.



▶ DIGITIZED VENDOR MATRIX

Access vetted and monitored suppliers from over 60+ countries. Use your procurement budget as a way to advance ESG goals and attract the next generation of consumers. TO THE MARKET's upcoming SaaS offering will allow for vetting and monitoring of our client's existing factories!

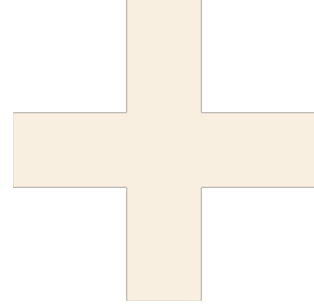


▶ QUANTIFY YOUR IMPACT

Share insight on automated impact data per product or per order, compared to traditional production. Our insights are developed with consumers in mind, focusing on storytelling and marketing assets.



confidential one-page executive summary



Vegetable + Butcher unlocks massive market opportunity with new, state-of-the-art manufacturing and distribution facility.

This tech-powered platform that puts your nutrition on autopilot is revolutionizing the impact that food has on our lives—and is preparing for rapid growth through multi-market expansion.

solution

Vegetable + Butcher offers customers more time and better health at the push of a button—nourishing, seasonal, scratch-made meals and functional beverages at your fingertips. Our flexible subscription programs and direct-to-door delivery system take the worry and planning out of getting and staying healthy.

growth strategy

Unique omnichannel strategy that integrates offline experiences with digital activation to deliver “right time, right place” marketing and end-to-end pathing for key customer segments—supported by a white-glove service and customer referral program that create V+B diehards who become passionate brand advocates.

financials

Proven profitability with rapid growth trajectory serving just a single market—achieving \$30M in cumulative sales, a 40% gross margin, and a 100% CAGR since inception on just \$2.5M of invested capital—with a clear path to profitability across multiple markets upon consolidating operations in new, state-of-the-art manufacturing and distribution facility.

market

Paired with the explosive growth of subscription e-commerce (set to reach \$200B in 2023 with an estimated +65% CAGR through 2027), V+B uniquely straddles two consumer megatrends: Convenience and Health & Wellness Foods (+\$250B in 2022 in U.S.).

technology

Robust, fully integrated software and data platforms that power our vertically integrated, zero-waste approach, enabling greater margin capture across entire profit pool while delivering a superior customer experience through high brand ownership.

customer

Large, highly diversified and sticky customer base of +2,000 active subscription customers, with industry leading average revenue per customer (+\$3,000) and LTV (+\$1,200).

team

Team of +40 employees led by visionary management team alongside a deep bench of advisors with decades of experience across key industry verticals.

For more information contact:

Turner Hoff, Co-founder & CEO
turner@vegetableandbutcher.com

vegetable + butcher



Wander Corporation

Military Life Made Easy

www.arkmobileapp.com

Contact

Kyle Bond
Co-Founder, CEO
Wander Corporation
U.S. Marine Corps Veteran
C: 530.748.8986
E: kyle@wander-corp.com

Stage

Pre-Seed/Seed

Year Founded

2022

Number of Employees

2-4

Funding Opportunity

\$500,000 (12.5% Equity)
SAFE Note

Use of Fund

35% Product Development
30% Marketing/Sales
25% Operating Expenses
10% Legal/Other

Current Monthly Burn

\$1500

Current Monthly Revenue

\$2000 (avg over 9 mo)

Existing Debt

\$250,000

Current Runway

December 2024

Mission

Reduce the stress and uncertainty military families of every service and generation experience when conducting local, long-distance and Permanent Change of Station (PCS) moves.

Problem

Military service, whether in active or veteran status, causes direct harm to the military family in the form of financial hardship, isolation from community, and frequent relocations. These issues increase rates of depression, substance abuse, and suicide.

Solution

The All-in-one Relocation Kit (ARK) integrates social networks within the military community with personalized resources and relocation services.

Target Market

21.6 million – Military Spouses, Active Duty, Guard, Reserve and Veteran servicemembers aged 18-69. As Wander expands, this service will be available to other US Government agency employees and contractors, further increasing the target market population.

Competition

Wander has a unique market position, blending relocation services with social networking, with no direct competitors. However, it faces competition from Zillow in user-to-realtor pairing, and from Bumble in social networking. Wander's edge over Zillow lies in offering users a choice of realtors, lower referral fees, and tailored budget guidance inclusive of government entitlements and allowances. Against Bumble, Wander excels in verification, community-specific connections, and access to military resources.

Revenue Streams

Real estate referrals at an average \$2400 per transaction, with planned expansions. Wander estimates a gross revenue over \$4 million in its first year.

Marketing Activities

In-person events, podcasts, and targeted ads across multiple social media platforms.

Expenses

Contracted software development team, data storage, network fees, operating costs.

Milestones

App Built > Soft Launch (500 users) > Formal Launch (25k users) > Growth and Expansion

The Team

Kyle Bond – Co-Founder/Co-CEO
13 years of military experience as an Army Medical Officer and U.S. Marine Raider
Licensed Realtor, B.S. Strategic Studies and Defense Analysis

Ernie Scott – Co-Founder/Co-CEO
28 years of military experience as an Air Force Bioenvironmental Engineer and Navy Nuclear Trained Electrician
Licensed Realtor, M.S. Radiological Health Sciences, B.S. Nuclear Engineering Technology

Our Partners



REFRACTION

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.



FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

Fairfax County Economic Development Authority (FCEDA) provides a wide array of free and confidential services and information to assist new, expanding and relocating domestic and international businesses. FCEDA's mission is to promote the competitive advantages of Fairfax County and influence the growth of a diverse and innovative business ecosystem that enhances the tax base, creates demand for commercial space, and supports an extraordinary and equitable quality of life. Headquartered in Tysons, Fairfax County's largest business district, the FCEDA also maintains offices in major business hubs around the world: Bangalore/Mumbai, Berlin, London, Los Angeles, Seoul, and Tel Aviv. For more information, visit www.fairfaxcountyedda.org.



NORTHERN VIRGINIA CHAMBER OF COMMERCE

The Northern Virginia Chamber of Commerce (Northern Virginia Chamber), the Voice of Business in Northern Virginia™, represents over 650 local employers with more than 500,000 regional employees. The Northern Virginia Chamber is the leader in advancing innovative solutions to the region's priorities in transportation, education, workforce, and economic opportunity. For 90-plus years, the Northern Virginia Chamber has been working hand-in-hand with companies in the region to build a strong business community.



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.



FORVIS MAZARS

FORVIS MAZARS has the scale and scope of a dynamic, top 10 professional services firm—but we'll continue our legacy of Unmatched Client Experiences with remarkable care, expertise, and drive. Our clients benefit from a single organization with the enhanced capabilities of an expanded national platform, deepened industry mastery, greater resources, and innovative advisory services. Our aim is to help you succeed today while preparing you to forge ahead into a clear future.



NEXT powered by SHULMAN ROGERS

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



AEG

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



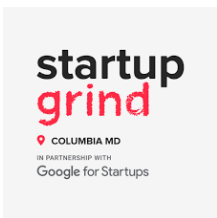
BUZZY ROCKET

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.



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.



STARTUP GRIND

STARTUP GRIND-COLUMBIA, MD 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. We exist to help others before ourselves, give first not take, and make friends, partnerships, and collaborate and not just contact or compete.

THE MARYLAND TECH COUNCIL VENTURE MENTORING PROGRAM

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





BLU VENTURE INVESTORS

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



RYAN & WETMORE, P.C

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.



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**



June 13 Attendees As of 06 12 24

SPEAKERS			
First Name	Last Name	Title	Company
Tien	Wong	Founder and Host	CONNECTpreneur
Anthony	Millin	Founder and Co-Chair	NEXT powered by Shulman Rogers
Mark	Haas	CEO	AEG

PRESENTERS			
First Name	Last Name	Title	Company
Jonathan	Cohen	President and CEO	20/20 Gene Systems, Inc.
Howard	Carolan	CEO and Co-Founder	CoapTech
Dr. Timothy	Coffin	CEO	Conquiro
Zel	Crampton	Founder and CEO	Diggs
Dennis	Defensor	CEO	SALTENNA
Jane Mosbacher	Morris	Founder and CEO	TO THE MARKET
Turner	Hoff	Co-Founder	Vegetable and Butcher
Kyle	Bond	CEO and Co-Founder	Wadner Corporation

ATTENDEES			
First Name	Last Name	Title	Company
Nic	Abel	CEO	Finev
Kathryn	Adabonyan	Founder	GoPursue
Jay	Aldridge	Founder	Green Bounty CAPS
Kishan	Alexander	Senior VP	World Insurance Associates
Walt	Anderson	Managing Director	AVEALTO Ltd.
Dave	Anderson	CTO	Prestructure
Christopher	Antonopoulos	CEO	Measured Results Marketing
Solomon	Assad	VC	SS Climate Partners
Joel	Assal	Risk Mitigation	Assured Partners
Darrin	Auito	Partner	HEA Law PLLC
Justin	Ayars	Founder and CEO	equalityMD
David	Bain	Executive Director	Technology Integrity Council
Susan	Baker	Vice President	GO NorthernVA
Ron	Baker	Chief Commercial Officer	20/20 GeneSystems, Inc.
Bob	Balcerzak	CEO	Allotropic Teck
Paul	Balcerzak	CEO	Patriot Landscaping
Mark	Baldino	CEO	FireBot Technologies
Andrew	Beardall	Manager	Mckenzie Risk
Martiel	Beatty	CEO	MB Branding Solutions
Gus	Bessalel	Author	The Startup Lottery
Marcy	Betts	Trademark Attorney	Darden Betts
Vippy	Bhambra	CEO	Glomi
Mahesh	Bhatija	CEO	Human Health Ventures
Harish	Bikmal	CEO	Zenaviv Inc.
Randy	Blake	Principal	Duncaster Investments
Larry	Boodin	Firm Business Development Director	Thompson Financial Group
Stephen	Brucker	Consultant/Investor	Sawtooth Capital, LLC
Peter	Buchanan	Managing Partner	NewPlan, LLC
Stacy	Burnette	CE)	JEL Real Estate International
Ross	Campbell	Founder	Campbell ai
Irmaria	Canela	Sales Director	Paylocity
Nick	Carone	CRO	Probility AI
Sue	Carr	Founder	CarrTech
Julia	Catuara	Financial Services Professional	New York Life
Cort	Chalfant	Managing Member	Nexus Private Capital
Brian	Clark	Founder/CTO	Nomansys.com
Orin	Clay	Managing Principal	JBOR GROUP CAPITAL
Dr. Katie	Cleasby	CEO/Founder	Recspert
Debbie	Cline	Founder & Chief of Customer Success	Buzzy Rocket
Laura	Coates	Member	Koew Brothers
Dr. Timothy	Coffin	CEO	Conquiro, Inc
Jonathan	Cohen	President & CEO	20/20 GeneSystems
Robyn	Cohen	Product Manager	20/20 GeneSystems, Inc.
Dan	Conley	Investor	Silicon Garden Capital + Inc.
Lisa	Connors	Member	Citrine Angels
Ed	Connors	CEO	Heudia Health

Sorelle	Cooper	Owner	Peel Haus Aesthetics & Plastic Surgery
Susan	Coots	Financial Services Professional	New York Life
Amy	Cousins	Financial Services Professional	New York Life
McClean	Cozine	Co-Founder & CTO	Conquiro
Lolita	Darden	Attorney/Investor	Darden Betts Strategic IP
Hector	Del Castillo	Chief Product Officer	Byond
Brian	DeMuth	Partner	Riphean Investments
Taylor	Devine	Founder	The CDI Group
Gian	Dilawari	Managing Partner	Tyson's Angels
Sheila	Dixon	Founder/Executive	Gigology Strategy & Solutions, LLC
Kiley	Doll	Angel Investors Network	VP I Partner
Michael	Drobnis	CEO	OptfinITy
Nick	Duafala	Principal	K Street Capital
Amy	Dunn	Director, Business Development	Ryan & Wetmore, PC
Jonathan	Elliott	Investment Manager	Ejtemai Family Office
Asher	Epstein	CCO	10pearls
Farbod	Fakhrari	CEO	Com-Sec
Chuck	Faughnan		
Xue	Feng	CEO	Carina AI
Jeffrey	Finkelstein	Principal	Finkelstein Investments
Dwight	Fischer	Founder	Covenant Group
LaTrell	Fitchett	Owner	
Ric	Fleisher	EVP, Global Business Development	Flexnode
Jed	Fochtman	President	Capital Advisors
Justin	Fong	CEO	Hue.Lens
AJ	Forysiac	Manager	AJF and Associates
Amu	Fowler	Managing Partner	Startups Ignite
Allison	Funkhouser	Co-Founder	Housmthr
Patricia	Gallagher	Principal	Treasury Solutions Info Tech LLC
Bill	Galle	President	Diversified Portfolio Strategies
Gabriel	Galvan	CEO	Veriti
Matthew	Garcia	Event Assistant	CONNECTpreneur
Michael	Ghanem	Financial Professional	PS&G Financial Partners
Greg	Giammittorio	Partner	PLG
Jim	Gibbons	Growth and Venture Analyst	MindGrub
Rick	Gilchrist	Chair, CEO & Founder	Vannadium, Inc.
Kaija	Gisolfi-McCready	Senior Analyst	Paladin Capital Group
Brendan	Giuseppe	CEO	BGS
Mark	Goldstein	Partner	GEM Finance
Douglas	Goldstein	Investor	Bento Biology Platforms, Inc.
Kellie	Goldstein	CFO	GIC Intellectual Property
Lei	Gong	Event Assistant	CONNECTpreneur
Conrad	Gong	Event Assistant	CONNECTpreneur
Lilly	Gong	Advisor	Glass Jacobson Wealth
Karen	Goodman Maschi	Founder	Veza Innovations
David	Gorodetski	Founder and CEO	Sage Communications
Kathleen	Griggs	CEO	Databuoy
Yulia	Gufranova	Founder	Kiddy School
Fred	Gumbinner	President/MD	Keiretsu/Icon Finance
Neal	Gupta	Co-Founder	KiwiTech
Jeffrey	Guzy	Founder/CFO	CoJax Oil and Gas Corporation
Mark	Haas	CEO	AEG
Jim	Hadley	CEO/Founder	Tiber Solutions, LLC
Will	Halliday	Partner	Williams Mullen
Thrine	Harpring	Accountant, Bookkeeper	Cover Your Accounts
David	Harvey	Founder & Principal	Harvey Global Consulting
Emmalynne	Head	CEO	Southern Belle
Jen	Hecht	Dir. of Bus. Dev. & Client Relations	WINMAR Construction, Inc.
Natasha	Heidenrich	Director	Astroport Space Technologies, Inc
Daniel	Heimlich	CMO	On-Demand
Brian	Heller	Partner	Outside GC
Jennifer	Helling	Market Development Officer	Intellebyte
Deborah	Hemingway	Managing Partner	Ecphora Capital
Teresa	Henning	Director	Moneymasternow
Reece	Herberg	Marketing Administrator	OptfinITy
John	Higginbotham	Chairman & CEO	Blue Ridge Networks
Christon	Hill	Program Manager	Georgetown Tech Ventures
Rose	Hong	CEO	Global Dragon
David	Horvath	SVP of Mortgage Division	Meridian Bank
John	Hrastar	CEO	InterSource
Sharon	Hrynkow	President	Life Science Associates LLC

Svetlana	Janco	Client Strategist	BNY Mellon
Alex	Javad	Owner, CEO	PayDay Financial LLC
Jiemin	Jordan	Managing Partner	Decisive Investments
Aatif	Junaid Mulla	Event Assistant	CONNECTpreneur
Peter	Justen	CEO	Revwd Solutions
Nick	Katsiotis	Investor	Koev Brothers
Ben	Katz	Managing Partner	Sentinel Ventures
Tara	Kessler	SVP Global Retail	CHCG
Ayad	Kholiafat	Translator	Arabic Language Service
Ginny	Kim	Senior Relationship Banker	First National Bank
Jocelyn	King	CEO and Founder	VirgilHR
Ted	Koblick	VP of Business Development	Net-AV
Robert	Koenig	Senior Licensing Manager	Georgetown Tech Ventures
Sotti	Koev	Co-Founder	Koev Brothers
Marty	Koev	Co-Founder	Koev Brothers
Ranya	Koev	Partner	Koev Brothers
Ellen	Koh	Director of Marketing	Raycom Communication Solutions, Inc.
Pawan	Kohli	Advisor	Redesign Health
Tom	Kohn	Professor	
Judy	Kosovich	Investor/Advisor	Perryman Technologies
Max	Kryzhanovskiy	CEO	MOS Creative
M.D.	Kull, Ph.D.	Founder and President	Amplifi
Frances	Lanzone	Manager	AWS
Tony	Lau	Managing Director	Space Strategies
Jesse	LaVancher	Chief Marketing Officer	equalityMD
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions
Jeannette	Lee	CEO	Keylogic
Michael	Leurdijk	Senior Vice President	IQT
Edward	Lin	Executive Director	Home Helpers Home Care of Hanover MD
Stephan	Little	CEO & Managing Partner	Zero Limits Ventures & Zero Limits Capital
Xiaonao	Liu	CEO	Nanobiofab
Darden	Loletta	Attorney	Darden Betts Strategic Intellectual Property Counselors
Jim	Long	Managing Director	VentureCross
Jet	Lu	Customer Solutions	Amazon Web Services
Howard	Lubert	Owner	Keiretsu Forum - MA; SE
Jackie	Luo	Principal	BAM Advisory LLC
Tony	Ma	President	Benten Technologies, Inc.
Bei	Ma	CEO	The Pinea Group
Tai	Mai	Partner	MEDA Angels
Jeff	Majka	Founder	The Security Bulldog
Ned	Malik	Advisor	VisionOnline
Sarah	Malinowski	CEO & Founder	Seamless Transition
Sean	Mallon	VP, Commercialization	VA Innovation Partnership Corp.
Juan	Manuel Contreras	Co-Founder and CEO	Aymara
TJ	Master	Technology Mentor	VA ICAP
Mark	Maxey	President	Rolling Pictures
Tchuisi	Mbu Nyamsi	Consultant	Crosscountry Consulting
Jesse	McCool	CEO	Wheeler Bio
Tim	McDonald	Partner	Guidon Partners
Bonnie	McErlane	SVP of Aerospace and Defense	Capitol Hill Consulting Group
Mark	McMahon	CEO	AudioOne FYI
Dr. Billy	Mea	Senior Director of Research	PsychHealth, LLC
Mulbah	Media	Account Executive	Mulbah
Jomy	Methipara	Partner	Dickinson Wright
Lynn	Meyers	CEO	SDC Real estate investment group
Stefan	Midford	President & Founder	Capango
Brian	Mitchell	Managing Director	New Columbia Capital
John	Morgan	Lead Principal	Morgan Global
Roy	Morris	Partner	STI
Hamid	Motahari	CEO & Founder	UpBrains AI
Qasim	Mueen	CEO	Zigron
Paul	Murphy	CEO	3Advance
Sean	Murphy	President	SPM Strategies, LLC
Marie-Louise	Murville	CEO	GoalsHabitsSkills
Eta	Nahapetian	FCEDA	Manager, Innovation Programs and Strategy
Silvana	Nani	CEO	Korabi Consulting
Sarfraz	Nawaz	Product EIR	Mighty Capital
Iskra	Nedelcheva	Founder	Personal Menswear Stylist
Kim	Nguyen	Operating Partner	Blu Venture Investors
Michelle	Nguyen	Chief Partner	Timely Partner
Rosie	Nguyen	Fellow	Citrine Angels

Doug	Nguyen	CEO	GigMarket.com
Bill	Niland	CEO	ReGelTec , Inc
Edgar	Njatou	Principal	Officium
Michael	O'Brien	Managing Partner	MOB Ventures
Michael	O'Grady	CEO & Partner	StellaPop
Angie	O'Grady	Partner & COO	StellaPop
Michelle	Olenoski	Member	Citrine Angels
Sean	O'Reilly	CEO	New Columbia Capital
Jean-Luc	Park	Sr. Director Social Impact Funds	TEDCO
Sun	Park	Manager	Accenture
Eric	Pearson	EVP	United Real Estate
Maury	Peiperl	Professor	George Mason U
Tom	Perkins	Partner	Blu Venture Investors
Ryan	Peters	Founder and CEO	Intellebyte
Aidan	Photowat	Event Assistant	CONNECTpreneur
Sarah	Photowat		General Dynamics Information Technology
Daniel	Photowat		
Graham	Plaster	Director	Nautilus
Joel	Price	VP of Product Innovation	Core Source Technologies
Ali	Qureshi	COO	NuAxis Innovations
Abrar	Qureshi	Founder/CEO	Menteq Inc
Pramod	Raheja	CEO/Co-Founder	Airgility, Inc.
Walt	Rampata	CSO & Co-Founder	Vannadium, Inc.
Mohan	Rao	Chief Product and Technology Officer	Knownwell
Jeff	Reid	Director	Georgetown Entrepreneurship
Michael	Reyes	First Vice President/Senior Financial Advisor	Bank of America Merrill Lynch
Alexander	Reynolds	Talent Acquisition Partner - Owner	Hippogriff
Michelle	Risinger	CEO	Rising Solutions
Kyle	Ritter	Investor	NextEra Energy Investments
Cesar	Rivera	Account Executive	Paylocity
Brian	Roberts	CEO & Founder	Croix Connect
Hannah	Romick	CEO	Conscient Strategies
Larry	Rosenfeld		
Larry	Rosenfeld	Managing Partner	McLean Capital
Timothy	Ross	Tax Partner	DC Metro
Wolf	Ruzicka	Chairman	EastBanc Technologies
Steve	Ryan	Partner	Pillsbury Law
Ruwan	Salgado	Principal	Strat8gy International
Bill	Sareen	Managing Partner	ASTA LLC
Rosemarie	Savino	COO	AEG
Richard	Scherer	Product Manager	20/20 GeneSystems, Inc.
Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
Connor	Schrott	Event Assistant	CONNECTpreneur
Debbie Bates	Schrott	Senior Vice President	Yes&
Robert	Schumann	CEO	Blue Vigil LLC
Michael	Schwartz	Vice President	JP Morgan Private Client
Ernie	Scott	Co-Founder	Wander Corporation
Raj	Selvaraj		St Jardins Inc
Sriya	Seshadri	Founder	Agile Growth Partners
Allison	Shapira	Founder/CEO, Global Public Speaking	Global Public Speaking
Jyotsna	Sharma	Director	Black Dragon Capital
Son	Sheridan	Angel Investor	Citrine Angels
Evan	Shubin	President	Candlelight Partners
Sameer	Siddiqui	Founder	Formitis LLC
Nadia	Simeonova	VP/ Small Business Financing	First National Bank
Brooke	Smallwood	Founder	OASIS Energy Partners
Mike	Smith	CEO	MSBD Inc
Sriya	Sogal	Associate	UMCP Ventures
Tom	Solitario	Principal	Tom, Inc.
Juae	Son	Relationship Manager	Futon Bank
George	Spears	CEO	Atero
Nick	Stablein	Director, Technology Investments	Cleveland Avenue
Chris	Steele	Owner	Acrophase Consulting
Ernie	Stern	Partner	Culhane
Henry	Stoever	Principal	Brentwood Advisory Group
Rae	Stott	CEO	Refraction
Monica	Sudwi	COO	Elevate Intelligence, LLC
Tom	Swanson	President	TJSwanson Co.
Ike	Syed	Senior VP	KiwiTech
Calvin	Sze	Event Assistant	CONNECTpreneur
Sravasti	Talukdar	Managing Partner	SB Ventures Partners

Ashoka	Tankala	President	SMARTVISORY
Denise	Tayloe	CEO	PRIVO
Ben	Teicher	Founder & Principal Executive	Cedarbrook Advisory
Chris	Tomseth	Co-Founder	SkySquad
Yinan	Tong	Business Analyst	Carina.AI
Ryan	Toni	Founder & COO	BD Succeed
Rosemary	Tran Lauer	President	Tetra Global Real Estate
Dr. Steve	Tropello	CMO	CoapTech
Rosemarie	Truman	CEO	Center for Advancing Innovation
Laura	Truncellito	CEO	Employability
Andrew	Tsintsirik	CEO	Rohic Inc.
Torrie	Turner	Community Manager	Refraction
Carol	Van Cleef	CEO	Luminous Group
Joe	Van Cleve	Vice President	Van Cleve & Associates, Inc.
Nick	Vico	Associate	G2 Development Partners
Jun	Wang	Founder and CEO	Phycin, Inc.
Michael	Warner	Data Scientist	Conquiro
Barry	Weinbaum	Financial Services Professional	New York Life
Skip	West	President	MAXSA Innovations
Joseph	Whang	Consultant	Deloitte
Matt	Whitaker	Managing Director	Quantive Advisors
Josh	White	CCO	CoapTech
Alicia	Whitworth	Accountant	Ryan & Wetmore, PC
Will	Williams		Federal Business Development Growth Strategist
Michelle	Wong	President	Capital One
William	Wong		NCAMEO
Marcie	Wu	President	AmeLaw Captital LLC
Nancy	Wu	VP	iConnections
Albert	Wu	Owner, CFP	Wu Financial Services LLC
Steve	Yannaras	Medical Advisor	Novel Microdevices
Andre	Yee	CEO	Tiga AI
John	Yetman	Co-Founder	AEG
Dendy	Young	Chairman of the Board	Saltenna
Emily	Yu	Founder and CEO	AI PRIORI
Carrie	Zhang	CEO	Markeny
Olivia	Zheng	Event Assistant	CONNECTpreneur
Summer	Zhou	Event Assistant	CONNECTpreneur

Thank you to our Partners



FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY



REFRACTION
INNOVATION HUB

nvtc
NORTHERN VIRGINIA
TECHNOLOGY COUNCIL



NORTHERN
VIRGINIA
CHAMBER OF COMMERCE
The Voice of Business in Northern Virginia™

forv/s
mazars

NEXT
powered by
SHULMAN
ROGERS
the future of startup law

startup
grind

MARYLAND, US

BUZZY
ROCKET



KEIRETSU



FORUM

ies institute for
excellence in sales

f FOUNDER INSTITUTE



ROBERT H. SMITH
SCHOOL OF BUSINESS

DINGMAN CENTER
for ENTREPRENEURSHIP

MIT Alumni Angels of
Washington DC

Blu Venture
INVESTORS

GEORGETOWN
Entrepreneurship
Serving all of Georgetown University
from the McDonough School of Business

ANNUAL
WHARTON DC
INNOVATION SUMMIT

CITRINE
ANGELS

ETS Enterprise
Transformation
Solutions

MARYLAND
TECH COUNCIL

Ryan
+ Wetmore
Certified Public Accountants • Advisors

Big Idea

CONNECTpreneur

**REGISTER FOR OUR
NEXT VIRTUAL EVENT!**

June 27th



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

July 24th



**REGISTER FOR OUR
IN-PERSON EVENT IN
WASHINGTON DC!**

August 8th



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



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



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!

