

Tysons Corner, VA
June 8, 2023

Big  Idea
CONNECTpreneur
Networking & Pitch
Extravaganza

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

FORV/S


REFRACTION
INNOVATION HUB


FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY

Agenda

Thursday, June 8, 2023

5:00 - 6:10pm - REGISTRATION/NETWORKING - Valo Park Atrium

6:10 - 6:25pm - WELCOME REMARKS - Valo Park Auditorium

TIEN WONG, Founder and Host, CONNECTpreneur

ESTHER LEE, CEO, REFRACTION

VICTOR HOSKINS, CEO, Fairfax County Economic Development Authority

6:25 - 7:00pm - Panel of All-Star Investors - "Current Trends in Early Stage Capital"

Moderator: RANDY DOMOLKY, Co-Founder and Managing Director, Private Access Network

DAHNA GOLDSTEIN, General Partner and Chief Investment Officer, Halcyon Fund

BEN KATZ, Managing Partner, Sentinel Ventures

TOM WEITHMAN, Managing Director, Virginia Venture Partners; Chief Investment Officer, Virginia Innovation Partnership Corp.

7:00 - 7:45pm - COMPANY SHOWCASE / ROCKET PITCH - Valo Park Auditorium

Showcase of promising early stage companies. Companies introduced by:

LING ZHANG, Partner, FORVIS

LISA FRIEDLANDER, Attorney, NEXT, Powered by Shulman Rogers

Presenting Companies

Applied Impact Robotics

DeepTerrain

SonoStik LLC

Armor Research Company

PainScript

Veriti

CareWear Corp.

Quasi Robotics

Armor Mineral Company

7:45 - 8:30 pm - EXPO AND NETWORKING - Valo Park Atrium

8:30 - 10pm - AFTER PARTY @ REFRACTION - Valo Park, 8th Floor North

Speakers



TIEN WONG, CEO, OPUS8, INC.

Tien is Chairman and CEO of Opus8, an investment and advisory firm which helps technology companies and alternative investment fund managers raise capital. He is also Chairman of Lumious, an international leader in learning analytics, as well as Chairman of Lore Systems, a cloud services provider. Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition by Affiliated Computer Services. CyberRep was one of the largest privately held CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business is one of the world's largest CRM operations, with \$3 billion in revenue as divisions of Xerox, Conduent, and Continuum. He serves on the boards of The Washington Institute for Business, Government & Society, Virginia Investment Partnership Investment Advisory Board, Junior Achievement, Association for Enterprise Growth, and Refraction. He was appointed by Governor Martin O'Mally to the 9-member Maryland Venture Fund Authority which allocates and manages \$84 million into VC funds and companies. He is an Entrepreneur in Residence at Georgetown University's McDonough School of Business, and a graduate of Dartmouth College.



ESTHER LEE, PRESIDENT AND CEO, REFRACTION

Esther Lee is the President and CEO of Refraction, a technology innovation hub in Northern Virginia, focused on fostering innovation and entrepreneurship by nurturing and mentoring startups and high-growth companies. Prior to joining Refraction, Esther served as Secretary of Commerce and Trade for the Commonwealth of Virginia, where she oversaw 14 state agencies. In that role, she led Virginia's successful bid for Amazon's second headquarters (HQ2).

Esther has also served as Global Chief Marketing and New Business Officer at Burson-Marsteller, a leading global strategic communications firm, advising major clients like Samsung, Coca-Cola, and Marriott. In 2009, President Barack Obama appointed Esther as Senior Policy Adviser to the U.S. Secretary of Commerce. She created and led the Office of Innovation and Entrepreneurship and the National Advisory Council on Innovation and Entrepreneurship. She also launched the White House "Startup America" initiative and the Presidential Summit on Entrepreneurship.

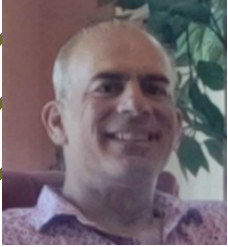


VICTOR HOSKINS, PRESIDENT & CEO, FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

Victor Hoskins is President and CEO of the Fairfax County (Va.) Economic Development Authority (FCEDA). The FCEDA oversees growth of the largest economy in Virginia, which ranked no. 1 in the 2019 and 2021 CNBC "America's Top States for Business" study. Previously, he directed economic development in Arlington County, Va., where he led the team that brought Amazon's second headquarters creating 37,500 jobs for Northern Virginia and 100,000 jobs for the Washington, D.C., region, attracting \$4 billion in private capital investment and catalyzing creation of two major Technology Innovation Campuses to build the regional tech talent pipeline. Under Mr. Hoskins' leadership, the FCEDA launched a multi-faceted talent initiative aimed at attracting, retaining, retraining and growing the workforce in Northern Virginia. With a master's degree in City Planning from MIT and an Honors undergraduate degree from Dartmouth, he has held executive leadership ranks in real estate in both the public and private sectors. As Deputy Mayor of the District of Columbia, his team transformed Washington with projects such as City Center, the Wharf and Union Market. His career has taken him from Wall Street to Main Street, and he has expanded economies from Los Angeles/Long Beach to the Mid-Atlantic region.

Mr. Hoskins is frequently chosen for lists of the most influential business leaders in Virginia and the Washington area. He is a popular public speaker on economic development and leadership topics, and he has been quoted in Fortune, Forbes and the Washington Post.

Speakers



RANDY DOMOLKY, MANAGING DIRECTOR, PAN INVESTMENTS MANAGEMENT GROUP

Randy is the Founder and Managing Director for Private Access Network. He is a seasoned technology and venture capital executive with over 20 years of experience in senior management, business development and financial roles. Randy has extensive experience building and maintaining over \$100 million of venture capital and private equity fund-of-funds for institutional, municipal and individual investors.

Randy is also the Managing Director for Liquid Capital Group. Since 2000, Liquid Capital Group has been managing portfolios of top venture funds and superior emerging information technology companies for high net worth individuals and families. Randy is responsible for all operational aspects of the investment funds including: due diligence, investment selection, risk management, investor correspondence, investor reporting, accounting and fund administration.

Between 2006 and 2009, Randy was also a Managing Director at GKM Newport. GKM Newport was a venture capital and private equity fund-of-funds manager with over \$1 billion in assets under management. Randy was responsible for expanding and managing the day-to-day operations of the firm's fund-of-funds offerings and assisting with client services, due diligence and portfolio monitoring for over \$800 million in separately managed accounts. He was a member of the Investment Committee for GKM Newport Fund V, LP, where was responsible for due diligence, portfolio construction and day-to-day operations of this \$25 million fund-of-funds. Also at GKM Newport, Randy was the primary point-of-contact and chief architect for a \$60 million separately managed account for the Commonwealth of Pennsylvania.

In addition to establishing a distinctive track record at Liquid Capital, Randy has been a Principal at NextStep Partners, LLC. NextStep Partners is a business development and financial advisory firm assisting emerging technology companies.



DAHNA GOLDSTEIN, GENERAL PARTNER AND CIO, HALCYON FUND

Dahna co-founded Resistance by Design and is a Senior Fellow in the Digital Impact and Governance Initiative at New America. She was the founder and CEO of PhilanTech, which was acquired by Altum, where she continued to serve as Director of Philanthropy Solutions. Prior to starting PhilanTech, Dahna worked for venture philanthropies, including Ashoka and Blue Ridge Foundation New York.

A graduate of Williams College, Dahna also holds a master of education degree, with a concentration in technology, from Harvard University, and an MBA from NYU Stern School of Business. She has written extensively about social impact, and has taught courses in technology entrepreneurship at Georgetown University, where she is an Entrepreneur in Residence, and blockchain at American University's Kogod School of Business.

Dahna was named one of Newsweek's "13 Women Entrepreneurs to Bet On" and one of BusinessWeek's "25 Most Promising Social Entrepreneurs."



BEN KATZ, MANAGING PARTNER, SENTINEL VENTURES

Ben Katz is a highly accomplished business executive, graduating Suma cum laude from the University of MD. With a successful corporate career he has overseen the acquisition and integration of dozens of companies.

For the past 15 years Ben has immersed himself in venture capital, gaining extensive experience in biotech, medical devices, software, and cyber security. He served as the President and CEO of Browsium, a browser security and management company with Fortune 500 clients. Currently, as the Managing Partner of Sentinel Ventures, Ben focuses on investing in the resilience of the infrastructure of the US and her Allies.

Speakers



TOM WEITHMAN, MANAGING DIRECTOR, VIRGINIA VENTURE PARTNERS

Tom Weithman is Managing Director of Virginia Venture Partners (formerly CIT GAP Funds), a family of early stage direct investment funds with a 10-year+ track record generating both exceptional returns and socio-economic impact and VVP Fund of Funds, an indirect investment program backing GPs committed to the development of Virginia's risk capital ecosystem. In this role, Weithman manages Virginia's venture capital allocation in support of the U.S. Treasury Department's \$10B SSBCI program.

Weithman is a proven operator, investor, director, executive and advisor with experience spanning federal, commercial and non-profit sectors. As architect and leader of Virginia Venture Funds, Weithman has established himself as one of the nation's foremost experts on quasi-public fund formation, early stage investment, accelerator development and the contribution of "catalytic capital" to innovation, commercialization and economic development.

Through his work at Virginia Venture Funds and role as founder and Chief Investment Officer for MACH37, Weithman has gained recognition as a leading capital provider for cybersecurity start-ups with direct investment experience in more than 75 such companies. Among the companies in which Weithman has been an investor or served as board observer are Black Kite, Syncurity, Huntress Labs, Ostendio, Adlumin and DivvyCloud.



LING ZHANG, PARTNER, FORVIS

Ling is the Technology and Services Industry Leader at FORVIS for the metro DC market. Ling has over 11 years of experience including public accounting in audit and advisory services with Big Four and International firms. She works closely with client controllership and C-Suite executives to provide audits and technical accounting advisory services to clients including multi-national publicly-traded corporations and private companies with revenues ranging from \$10 million to \$50 billion.

Ling is experienced in leading and supervising teams on performing audits for various publicly-traded companies under PCAOB audit standards and private corporation under AICPA audit standards. She also has extensive hands-on experience in audits of IPO readiness with U.S. Stock Exchange and Hong Kong Stock Exchange, and de-SPAC transactions. Ling focuses on advising companies on SEC reporting and filing; complex technical accounting topics including business combination and acquisitions, complex debt and equity instruments, share-based compensation, consolidation, revenue recognition, and ASC 842 lease standard; and U.S. GAAP and IFRS conversion. Ling is the knowledge sharing champion of the technology and life science practice, and the author of three industry knowledge sharing articles.



LISA FRIEDLANDER, CHIEF REVENUE OFFICER, NEXT POWERED BY SHULMAN ROGERS

Lisa Friedlander is an attorney, entrepreneur, and angel investor. After practicing corporate and telecommunications law for 15+ years in both large and small firms, as well as serving in a VP General Counsel role for a satellite telecom company, she co-founded Activity Rocket in 2013. Activity Rocket was an aggregated marketplace for kids' activities and summer camps. Lisa led the company as CEO.

Thrively, a west coast edtech company, acquired Activity Rocket in 2017.

Lisa joined Shulman Rogers to help launch and grow the NEXT Platform as well as to support the Business Services Group. Lisa is a mentor and speaker for a variety of entrepreneurship and investment groups and sits on the advisory board for several startups.

Lisa is also a founding member and on the Board of Directors for Citrine Angels, a women investing in women angel group in the DC Metro Area, and Main Street, an inclusive living community in Rockville, MD. Lisa also founded 2 organizations that raise money for Children's National Medical Center – The Heartsongs Luncheon Fund (2001) and Teens with Heartsongs (2020) – together these organizations have raised nearly \$2 million for Children's Hospital.



Applied Impact Robotics

Value Proposition

Company Background: Robotic enabled data company focused on Crude oil infrastructure inspection. We are making the oil & gas industry cleaner and safer through the automation of these inspections. We are currently partnered with Chevron and BP with seed round of funding from Chrysalix VC in 2021.

Leadership Team: *Has experience in industrial automation, prototype development, Oil & Gas and scaling/exiting in this industry.*

Fred Briggs- CEO/cofounder, expertise in developing early-stage technology.

Joel Poe- VP, led sales for technology start-up in O&G which exited.

Jim Nyquist- Group President at Emerson Automation where he led an \$11Bn group

Nick Andruschak- Non-Destructive Testing (NDT) expertise for O&G

Products/Services: Crude oil storage tanks are Federally required to be internally inspected every 10 years for corrosion. The current process to do this req We are the first solution to do this inspection robotically and keep the tank in-service. We deliver a robot to the tank floor and eliminate the need to remove the crude oil, sludge and sediment from the tank during inspection.

Technologies/Special Know-How: Robotic automation in crude tanks is extremely difficult because of the sludge that accumulates in the tank. Sludge is incredibly thick and difficult to maneuver in. We have a unique and patented method of reducing the viscosity of the sludge to facilitate robotic operation. We are the first and only company to demonstrate the ability to operate in sludge and sediment and the only company with the capacity to deliver an in-service robotic inspection of these high value assets.

Market: Our target market is the owners of crude oil holding tanks who are required to comply with API653 regulations such as Chevron, BP, Shell, Exxon and other larger oil & gas majors. Inspection of these assets is currently an \$18 billion annual. Robotic inspections cost a fraction of a traditional inspection and create more value. Cost to provide a robotic inspection is \$200K and revenue per inspection is \$2M while saving the customer \$7M per service.

Distribution Channels: This is a B2B service provided directly to the Oil & Gas companies with established partnerships with BP and Chevron.

Competition: All current inspections are done manually and require the tank to be taken offline. This process costs \$2 million per inspection, it releases tons of VOC's and requires environmental remediation of the the toxic sludge. The big 3 that do these inspections are TEAMS, HMT and MISTRAS. No robotic or online alternative currently exists for crude oil tank inspections.

Quick Facts

Name: Applied Impact Robotics

Contact: Fred Briggs

Address: Sterling, VA.

Phone: 703-362-6365

fred@appliedimpactrobotics.com

Web: www.appliedimpactrobotics.com

Industry: Oil & Gas

Domain: Robotic Inspection

Bank: Bank of America

Law Firm: Dunlap Bennett & Ludwig

Patent Estate: Marbury Group

Number of Employees: 6

Amount of Financing Sought:

\$1.7M, \$1.4M committed

Current Investors

Chrysalix Venture Capital

VIPC

Jim Nyquist

Carl Soderholm

Use of Funds:

Pilot program with Chevron and BP

Investment History: \$1.7M

(Angels, VC and grants)

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue	\$150K	\$500K	\$4M	14M	\$42M
EBIT (dollars in thousands)	\$(662)K	\$(450)K	\$750K	\$3M	\$12M



The HALLAS Group, Inc., is seeking private equity capitalization. Demand for products and services, both domestic and international, from one its subsidiary companies, **Armor Research Company (ARC)**, is increasing exponentially. Growth in the [armored] personal protection market vertical is rapidly segmentizing in response to real world “in the daily news”, highly visible demand signals sourced from upward trends in international geopolitics and instability in urban instability.

With invested resources, ARC’s revenue forecasts for its primary revenue streams are pointing north of \$50M EOY 2024 and slightly above \$400M ending in 2026. Capital enables programmed steps to acquire additional production assets, strengthening domestic supply-chain sources, mutually desired acquisition of targeted small companies, and development of new and repurposed infrastructure centered around multi-product processing and manufacturing.

*Initial capitalization target is \$40,000,000.00 (USD).
This executive summary is intended to be
accompanied by presentation material that conveys
additional details and financial outlook.*

ARC’s mission is to save lives – first Responders, at-risk civilians and military. Its products are recognized as industry’s best. Tested, proven in the field, and benefiting from innovative “next generation” improvements, product performance and reliability outpaces the competitive field. The ballistic “Compact Response Shield” (CRS) is ARC’s flagship product that’s demonstrating 500%+ sales growth through Q2/CY2023. It’s rapidly displacing incumbents in law enforcement jurisdictions, expanding into national training facilities as their “shield of choice” and now being embraced by public school districts (K-12) and university systems. Our business objective is for CRS to be in all police vehicles, schools, universities and critical facilities in the US and Canada.

ARC’s “NextGen Body Armor” leverages the widely recognized, superior legacy reputation from its original design and fielding. This ballistic body armor is the lightest, most flexible, best performing, cost effective, rifle-defeating product provided by industry. Now being re-introduced to the US military through required various Army programs and congressional representatives. ARC will offer its NexGen Body Armor to DoD for evaluation, propose in NATO procurements (already known to be superior to current products) and host demonstrations for various defense ministries. ARC is confident our body armor will be the replacement for what’s failing in the field.

The HALLAS Group’s corporate office is in Las Vegas, Nevada, with additional facilities in Los Angeles, CA and Vancouver, BC. Options for investment are numerous to include equity positions across the HALLAS Group, percentage of revenue or profit generation, benefits from managing distribution, as well as participation in targeting joint ventures or strategic partnerships. ROE based on scheduled book valuation.

No other company but Armor Research Company is so strategically positioned in this highly visible, legislative enabled market segment.

Therapeutic Wearable & Digital Health Technology (Dtx) Provider addressing Pain, Soft Tissue Injury, Arthritis & Post-Op Recovery

What we do

CareWear develops, manufactures and markets enterprise deployable solutions using **wearable therapeutic medical devices & Digital Health, for in-clinic and remote use** by patients, medical practitioners, and professional athletes.



Executive Summary

- Harnessing Musculoskeletal Clinical Practice Guidelines** with a unique, wearable PhotoBioModulation (PBM) delivery system for treatment of pain, arthritis, soft tissue injury & muscle recovery.
- First to market with a Bluetooth enabled** Wearable Medical Device designed for patient personal use with Remote Therapeutic Monitoring of therapy compliance & self-reporting of pain and functional status.
- Strong IP portfolio** with **55 patents** obtained, granting significant **first-mover** advantage.
- Indications approved** or cleared by FDA, CE, Australia TGA, Health Canada.
- Large, Ready-to-scale Market.** More than 4,000 units sold to date in post-acute and sports markets including over 100+ professional sports teams. Beginning pilots with enterprise rehab providers.
- Provider Revenue using Existing CPT codes** 98975, 98987, 98980 and 98981.
- Veteran leader** with strong medical technology background: Ph.D. in Physical Medicine and Rehabilitation. **Sold the last start-up for \$155M to Hanger Corp.**



Projected Financials

\$ '000	2021	2022e	2023e	2024e	2025e
Sales	402	533	1,371	13,223	33,323
COGS	(65)	(145)	(454)	(4,498)	(11,850)
Overhead	(1407)	(1,464)	(1,985)	(6,035)	(9,951)
EBITDA	(1,070)	(1,076)	(1,068)	2,690	11,522

Application & Strategy

- Pain Relief & Recovery**
Commercialization started and Medicare reimbursement available for Digital Health.
- Signing **distribution agreements with leading rehab providers** to scale up sales.

Round Overview

Capital Raised: \$13.5M
Capital Seeking: **\$10-15M** Series A
Bridge: **\$2M** in convertible notes (ongoing)

Use of Funds

- Grow sales** in commercial-ready products (Soft Tissue & Pain)
- Improve and expand wearable technology capabilities**
- Ongoing development of Digital Health infrastructure** and integration with CareWear client data systems
- Expand operations** to support the scale-up of activities

Team

Dr. Chris Castel, PhD
Co-founder, CEO

Dawn Castel, BS, PT, AA
Co-founder, VP of Clinical Education

Dr. Kosta Arger, MD
Chief Medical Officer

Donna Blaylock, PT, MBA
Director of Int. Sales & Training

Sonja Cusac MS, PT
Director of Outpatient Sales & Training

Tony Wei, MS
VP Engineering & CIO

Helen Ehlers, MS
VP Finance, GM

Advisors



Dan Pastore, Partner

dan.pastore@alirahealth.com

COMPANY DESCRIPTION:

DeepTerrain is an AI-driven Proactive Cyber Resilience company whose mission is guided by asking: what matters most to the successful accomplishment of a company’s business goals and objectives? Our AI-based platform answers that question by bringing clarity to the complex connections between key business functions and the IT/OT assets they rely on, enabling tailored resilience measures to critical functions at greatest risk. We are the world’s first true Cyber ERM company focused on the bottom line.

THE PROBLEM:

Many companies treat cyberattacks as IT problems requiring IT solutions. They fail to factor the business impact of attacks into their cyber risk management strategies. Core cybersecurity priorities accordingly are often directed away from their primary function: protecting and ensuring the resilience of day-to-day business operations. Compounding the problem: the cultural disconnect in most companies between non-technical business leaders and their cybersecurity teams. Today, both camps talk past each other, leaving them struggling to decide where to direct cybersecurity investment to best protect their balance sheets.

THE SOLUTION:

Our platform illuminates the relationships between IT assets and the business processes they support, enabling tailored, proactive resilience measures. Using a proprietary, AI-based analytical methodology, we provide clarity to both camps into (1) how a cyberattack would cause business disruption; and (2) its resulting operational and financial impact. We scan, map, and capture all relevant security attributes of an organization’s entire cyber terrain, calculate the financial value at risk, and determine which assets should be prioritized for protection to minimize loss.

THE MARKET:

The global Enterprise Governance, Risk Management and Compliance (eGRC) market is expected to grow from \$14.9B in 2022, to \$27.1B in 2027, as regulations mandating a better understanding of cyber risk become more prevalent. DeepTerrain will be a top competitor in this growing market by providing increased value and deeper insight than existing tools currently in use.

CURRENT VALIDATION:

- Deployed at Virginia Tech National Security Institute’s Cyber Range for testing
- In conversation with multiple potential channel partners that would provide an opportunity for rapid growth, including a boutique consulting firm looking to enhance, automate, and scale their manual cyber risk assessment process, as well as a government contracting organization with multiple opportunities to deploy DeepTerrain’s Cyber ERM software across the Federal interagency.

THE LEADERSHIP TEAM:

- Ralph Heacock, CEO – Senior Cyber Risk and Resilience Advisor to DHS CISA’s JCDC initiative. Spearheaded the creation of the first Systemic Cyber Risk Analysis and Management Organization for the US Financial Services Sector.
- Jake Marsh, CTO – Lead AI developer within the USIC. Pioneered AI and ML in the USIC for Counter Terrorism.
- Elliot Patton, COO – IT and Cybersecurity Program Manager. Leads a team that partners with DC area organizations to face cyber and IT challenges.

FUNDRAISING:

DeepTerrain recently opened a Friends and Family investment round with the goal of securing \$400K to fund product development. That will be followed by a seed round targeting ~\$3M to scale our team and continue pushing the product forward.

Financial Projections	Phase 1 (Months 1-6)	Phase 2 (Months 7-12)	Phase 3 (Months 13-18)	Phase 4 (Months 19-24)
# of new Clients	13	60	120	240
Revenue	\$180k	\$720k	\$2.7m	\$7.56m
Costs	\$360k	\$1.4m	\$1.9m	\$2.7m

Value Proposition: The Company platform raises the bar for chronic care management. Our reimbursable physician-focused platform improves patient care plan adherence and medication compliance. Most importantly, it eliminates manual tasks, improves staff productivity/time management, and drives additional revenue for the participating physician via existing AMA CPT codes.

Proof Points: Nine (9) peer-reviewed publications highlight Company’s ability to improve patient outcomes and support telehealth CPT codes and claims. Plus, we have initially deployed in 8 locations generating \$10k MRR.

Challenge: Communication, coordination, and cost challenges make it difficult to ensure patient care plan and Rx compliance. Physician and staff productivity is low because of reactive follow-ups and after-the-fact treatment of complications. Manual work associated with patient follow-up is not billable and limits new revenue opportunities.

Solution: Our white-labeled to the practice platform:

- Drives patient engagement to >90%. Automated and secure daily mobile check-ins and early warnings of potential adverse events;
- Reduces Adverse Events and 30-day re-admits with increased communications via Clinical Protocols developed by Scientific Advisory Board
- Aligns with existing Reimbursement pathway. Physician-controlled monitoring plans and medication guidelines
- Reduces Staff work load via automation. Customizable workflows with programmed triage actions
- Automates time tracking and data reporting for AMA-CPT payments
- Supports more than 80+ EMRs
- Is an intuitive mobile app ensuring regular and timely data capture

Leadership Team: Company's founders and leadership team have led processes for 13 FDA-approved drugs and 6-approved medical devices, served as PI for over 300 clinical trials, and had 7 M&A exits valued in excess of \$5b. Our CMO is a national expert in pain management, and our CTO is an expert in telehealth product design.

Technology: HIPAA-compliant, cloud-based SaaS platform based on open-source tools. Our web-based portal facilitates patient enrollment, activity dashboards, and proactive alerts. Flexible billing models, monitoring plans, and clinical workflows enable rapid customization across any chronic condition. Patients interact with the system from native iOS and Android mobile apps.

Opportunity: The telehealth market was valued at USD 83.5 billion in 2022 a CAGR of 24.0% from 2023 to 2030. Our initial focus is on pain management, substance use disorders, and obesity within the chronic care market. The addressable US market for chronic pain and substance abuse (SUD) is 57 million patients, representing more than a \$5 billion market opportunity. There were over 300,000 bariatric (obesity) surgeries, 30 million obese patients in treatment, representing a \$173 billion market opportunity in 2021.

Go-To-Market: Direct sales will expand through the addition of internal sales leadership and external affiliates. There are 14,267 pain practices with 100 or more pain/SUD patients and over 20,000 obesity practices treating the 42.7 million morbidly obese and obese patients. The next phase of sales growth will focus on the health systems.

Revenue Model: The primary revenue stream is licensing our portal to healthcare systems and physician groups. Over time, we also have secondary revenue streams from anonymized patient outcomes data.

Website: Painscript.com

Headquarters Office:
6218 Georgia Ave NW #5080
Washington, DC 20011

Industry: Health IT

Domain: SaaS solution for physician practice/patient management of chronic care

Leadership Team:
Co-Founder & CEO:
Dan Cohen
Co-Founder:
Dr. Bruce Kehr
President & Chief Commercial Officer:
Jim Breidenstein
Chief Technology Officer:
Scott Cashon
Chief Medical Advisor:
Lynn Webster, MD
Chief Operating Officer:
Mariam Glisson

Seeking Financing of \$5.0M
Previous Funding: \$3.35M

Primary Use of Funds:
Sales, Marketing and Distribution, launch of bariatric vertical.

Financial Projections for Three Verticals (Pain, SUD and Bariatrics) With \$5.0m Funded

	2022	Year 1	Year 2	Year 3	Year 4
Number of Practices	11	70	163	280	450
Number of Patients	650	11,000	52,000	110,000	180,000
Total Revenue	\$40,000	\$1,880,000	\$13,000,000	\$41,100,000	\$64,800,000
EBITDA	(\$1,800,000)	(\$890,000)	\$9,000,000	\$36,500,000	\$57,500,000

Value Proposition

The Quasi Robotic Platform integrates powerful robot-agnostic **Quasi AI** algorithms, robust **R2** hardware, and user-friendly **Cloud Connect** interface to allow effortless control and decision traceability for any robotic fleet.

Company Background: Quasi Robotics was founded in 2017 by Life Science and Engineering professionals with one main goal in mind – to create a universal set of algorithms powerful enough to advance any robots’ abilities.

Leadership Team: **Vlad Lebedev:** CEO; **Max Didenko:** COO; **Fedor Bokov:** CSO.

Products/Services:

Quasi AI, R2 hardware and Cloud Connect create an all-inclusive system for robotic control unlike any other on the market today.

- ▶ **Quasi AI:** a proprietary set of AI algorithms; the brain that lets our system “learn how to learn” with each completed task and shares this knowledge across the entire fleet, without human guidance. Designed to be hardware agnostic, it can be deployed on any existing robot, allowing one software update to advance machine capabilities without expensive deployment.
- ▶ **R2:** a robust set of motors, sensors, and other hardware; the body that flawlessly completes our brain’s commands.
- ▶ **Cloud Connect:** the user interface that allows code-free operation and data analysis. With extensive audit logs for each robot action, decision-making is easily tracked to eliminate traceability concerns commonly experienced with generative AI.

Technologies/Special Know-How: Quasi holds 3 design patents and has 3 method patents in development. Our most significant competitive barrier are our proprietary machine learning models. Years of research enable our exclusive object detection, navigation, obstacle avoidance and vision frameworks. Creation of a comparable solution would require large investments of time, resources, and expertise.

Market: The Artificial Intelligence in Robotics, valued at 9.2B in 2022, has a 29.1% projected growth rate of due to rise in AI adoption, labor shortages and increasing gov investment. Quasi’s 3 year plan focuses on expanding R&D and delivering an educational model to market. It aims to position for exit via acquisition by larger organizations seeking to expand their capabilities in the AI robotics space.

Distribution Channels:

Education sales will be conducted via direct consultation with educational institutions, providing personalized demonstrations and addressing of unique instruction needs.

For acquisition prospects, Quasi will engage technology sector M&A advisors for expertise, market insights, and guidance.

Competition:

Quasi differentiates from competitors on three main factors: 1) proprietary ownership of all software components and final R2 design and construction; 2) specialization on our key AI product, allowing all resources to be put toward its development, as opposed to having multiple offerings across multiple sectors; 3) ease with which updates, customization and additional functionality can be added to any hardware containing our Quasi AI software.

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue					
EBIT (dollars in thousands)		\$15m	\$25m	\$70m	\$150m

Quick Facts

Company Name:
Quasi Robotics, Inc
Contact: Vlad Lebedev

Address:
15134 Barnesville Road, Ste B
Boys, MD, 20841
Phone: +1-240-422-0814
Email: info@quasi.ai
Website: www.quasi.ai

Industry: Robotics
Domain: AI Software

Bank: Capital One
Law Firm: Berschler Law
Patent Estate: Through To Paper

Number of Employees: 14

Leadership Team:
Vlad Lebedev, CEO
Max Didenko, COO
Fedor Bokov, CSO

Amount of Financing Sought:
\$5m
Current Investors:
Bootstrapped \$1.3m

Use of Funds: R&D
Development, Securing of

Company Contact

Gary Wakeford

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

Advisors & Consultants

Hawaa Almansouri MD

Founder & Chairperson

Ben Holmes PhD

Board Member/Product Design & Development

Carl Stamp

Board Member/Commercialization-Operations

Neal Sikka MD

Board Member/Chief Medical Officer

Medical/Clinical Advisors

Adam Corman MD

Founder/Medical Advisor

Greg Shears MD

Medical Advisor Committee Chair
Anesthesiologist & KOL
Mayo Clinic
Rochester MN

Legal Counsel

Thompson Hine Cleveland Ohio

Patent Attorney

Fish & Richardson Washington DC

Intellectual Property

5 Patents Issued
1 Patents Pending

Accountants

Ernst & Young

COMPANY OVERVIEW:

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

UNMET NEEDS: The current standard of care often involves the clinician attempting the IV stick with little or no visualization. The results can reach a 60% failure rate in achieving a successful placement on the first attempt. The market is moving towards using portable ultrasound units to increase the ease and success rates of first-time placements. This often requires two clinicians because of the need for a two-handed insertion, increasing procedural time and cost.

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

SOLUTION: Sonostik™ Guide Wire Introducer.



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

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

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

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

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

- ✓ Achieved design specifications for market-ready product entry.
- ✓ Secured positive clinical feedback in multiple initial test sites.
- ✓ Secured FDA 510(K) clearance, ready for launch in the US market.
- ✓ Secured global manufacturing & distribution agreement with MedSource Labs Chanhassen, MN.

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

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

<https://sonostik.com/>





CYBERSECURITY MADE SIMPLE

Contact Information

Gabe Galvan
703-727-6510
ggalvan@verititech.com

Industry

Financial Services
Cybersecurity

Development stage

Pre-Seed

Year founded

2022

Number of Employees

3

Funding Need

\$500,000
Convertible Instrument

Minimum Investment

\$50,000

Use of Funds

80% Product Development
9% Cloud Infrastructure
9% Front-end and Mktg.
2% SG&A

Market Opportunity

TAM= \$100B +
SOM= 1 to 3% of TAM

Initial target markets:

- Central, Retail, and commercial banks
- Credit unions
- Savings and loan associations
- Investment banks
- Brokerage firms
- Insurance and Mortgage companies

INTRO

We simplify cybersecurity for executives and business leaders using generative AI and large language models to improve business outcomes.

PROBLEM OPPORTUNITY

Enterprises don't effectively use their cybersecurity knowledge to improve their business practices and decision-making.

SOLUTION

Platform to address 1st and 3rd party cyber risk for financial institutions seeking accurate, understandable, and actionable risk assessments:

- Enhances decision-making loan origination premiums and covenants and M&A purchase considerations; and
- Improves corporate operations and regulatory compliance, and helps reduce supply chain risk exposures

GTM AND REVENUE MODEL

Freemium offering to gain market presence via a one-time analysis with an opportunity to upgrade to a premium solution of paid features, including continuous monitoring and alerts, ongoing dynamic surveys, more detailed reports, and benchmarking. We are targeting a \$50,000-\$100,000 ARR for premium deployments.

COMPETITION

Current solutions (e.g., MaxSure, Security ScoreCard, Kroll, Fortify, and others) are for technical experts, not business-people. Currently financial institutions use a time-consuming and largely ineffective forms-based due diligence process to capture cyber risk.

THE TEAM

Our team has extensive cybersecurity knowledge, having previously worked at major industry players, including IBM, HP, and MITRE. Besides a great team of advisors with similar bona fides, the team has access to hundreds of C-level decision-makers within the financial services industry.



The HALLAS Group, Inc., is seeking private equity capitalization. Demand for specific critical minerals and chemicals to be provided to strategic industry – from domestic sources – as soon as possible, is a legislated priority of the United States. One of HALLAS’ subsidiary companies, **Armor Mineral Company (AMC)**, was established to ensure uninterrupted, secure domestic sourcing of specific critical minerals and mineral byproducts required for manufacturing HALLAS products. That strategic outlook expanded to position AMC as both a sole source and primary source of up to 18 of 50 critical minerals prioritized by the US Department of Defense (DoD) as essential to national defense and strategic industry.

With invested resources, ARC’s revenue forecasts are nearly vertical achieving a conservative estimated \$400M apex in 4 to 5 years. Capital enables programmed steps to expand formally agreed mutual activities with AMC’s mine and land development partners in Canada and the USA that includes expanding operations, acquiring capital assets and previously identified property in Virginia and Nevada, as well as new and repurposed infrastructure centered around supply-chains, and multi-product processing, manufacturing and distribution.

Initial capitalization target is \$120,000,000.00 (USD) through incremental tranches. This executive summary is intended to be accompanied by presentation material that conveys additional details and financial outlook.

Today, China controls and/or manages the majority of critical minerals and chemicals required for US national defense and supporting strategic industry. Congressional legislation, to include the Defense Production Act (DPA) Title III funding, supports aggressive government initiatives to rapidly pivot US industry’s vulnerable dependence away from Chinese control and influence onto dependable domestic sourcing (includes Canada, UK and Australia). With this in mind, AMC established working relationships within the Office of the Secretary of Defense, as well as multiple JVs with one of Canada’s largest mineral land holding companies (also includes AMC’s \$2M share ownership and Board representation), a sole source relationship with a strategic US mining company, and a guaranteed sourcing relationship with a US company that owns critical mineral mines in the UK and Australia. In-concert with one of Virginia’s largest land developers, AMC is actively pursuing a 525-acre area in Northern Virginia for initial processing, distribution and stockpile of select critical minerals. AMC will optimize DoD’s matching funds to accelerate production and delivery of processed critical minerals to strategic industry that must “Buy American.” Revenue generation will include long-term [sourcing] contracts with major industry, managing US strategic stockpiles and product distribution in the US, Canada and to Allied nations.

The HALLAS Group’s corporate office is in Las Vegas, Nevada, with additional facilities in Los Angeles, CA and Vancouver, BC. Options for investment are numerous to include equity positions across the HALLAS Group, percentage of revenue or profit generation, benefits from managing distribution, as well as participation in targeting joint ventures or strategic partnerships. ROE based on scheduled book valuation. No other company but Armor Mineral Company is so strategically positioned in this highly visible, legislative-enabled market segment.

Our Partners



REFRACTION @refractionpt

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



FAIRFAX COUNTY DEVELOPMENT AUTHORITY (FCEDA) @FairfaxEDA

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.fairfaxcountyeda.org.



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.



ANTHONY MILLIN, NEXT CHAIR AND PARTNER, NEXT powered by 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.

FORVIS @FORVIS

FORVIS was created by the merger of equals between BKD and DHG. We now have 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.

Our Partners



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.



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.



MARK HAAS, CEO, AEG

Mark Haas is President of Research and Organization Management, a strategy development and performance management consulting firm based in Washington, DC. He advises executives and Boards on diagnostics, strategy, business models and performance management aimed at growth, strengthening operations and agility. His consulting includes 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 a \$120 million nonprofit, emerging two scientific associations, reorganizing a biomedical research agency, revitalizing a human service nonprofit and developing strategy for a national vital records enterprise.



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.



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.



ATTENDEES

SPEAKERS

First	Last	Title	Company
Tien	Wong	Founder and CEO	CONNECTpreneur
Randy	Domolky	Co-Founder and Managing Director	Private Access Network
Lisa	Friedlander	Chief Revenue Officer	NEXT, Powered by Shulman Rogers
Dahna	Goldstein	General Partner and Chief Investment Officer	Halcyon Fund
Victor	Hoskins	CEO	FCEDA
Ben	Katz	Managing Partner	Sentinel Ventures
Esther	Lee	President and CEO	Refraction
Tom	Weithman	Managing Director	Virginia Venture Partners
Ling	Zhang	Partner	FORVIS

PRESENTERS

First	Last	Title	Company
Fred	Briggs	CEO	Applied Impact Robotics
Ken	Hall	CEO	Armor Research Company, Inc.
Dr. Chris	Castel	CEO	CareWear Corp.
Ralph	Heacock	CEO	DeepTerrain
Dan	Cohen	CEO	PainScript
Vladimir	Lebedev	CEO	Quasi Robotics
Gabriel	Galvan	President and CEO	Veriti
Gary	Wakeford	CEO	SonoStik LLC
Hampton	Dowling	COO	Armor Mineral Company

ATTENDEES

First	Last	Title	Company
Susana	A. Galle	President	Body Mind Center
Fassil	Abebe	Founder	HoloTrack
Paul	Aiyetan	Director	Neopathology Corp.
Tom	Albert	CEO	Measured Risk
Ryan	Alcorn	Founder and CEO	GrantExec
Brian	Alexander	President	Omina Technologies
Scott	Alford	Chief Operating Officer	Oraclum Capital
David	Anderson	President	Prestructure
Walt	Anderson	Managing Director	AVEALTO Ltd.
Christopher	Antonopoulos	CEO	Measured Results Marketing
Samad	Arouna	Marketing Coordinator	Ryan & Wetmore PC
Naveena	Aruldhas		
Solomon	Asad	Investment Analyst	TEDCO
Wa'il	Ashshowwaf	CEO and Cofounder	UNSTUCK LABS
Darrin	Auito	Partner	HEA Law PLLC
Marco	Avila	Vice President	WSP
Dr. Terry	Baker MD	President	North American Association for Photobiomodulation
Bill	Bakopanos	Founder & CEO	Bako Consulting LLC
Mark	Baldino	CEO	FireBot Suppression
Suzanne	Baldino	Sales and Marketing	FireBot Suppression
Colleen	Baldwin	Founder	Platybase
Mark	Barry	President	Saltenna
Nanette	Bass	Operations & Sales Manager	SevaSpaces
Fernando	Batista	COO	InvestUSC
Devinder	Bawa	Product Strategy Executive	Oracle Cerner
Amanda	Beale	CEO	MYB Agency
Laura	Beldin	Senior Vice President	Bank of America Private Bank
Carlos	Bello	CEO	Budeli
Bob	Berdelle	CFO	United Way
Deb	Bergin	Founder	SynLayer
Vippy	Bhambra	Principal	Glomo
Brien	Biondi	CEO	Campden Wealth/IPI
Randy	Blake	Principal	Duncaster Investments
Fedor	Bokov	CSO	Quasi Robotics
Ted	Bosse	Financial Service Professional	New York Life
Cathy	Bradley	CEO	CB Enterprises
Jim	Breidenstein	President and Chief Commercial Officer	PainScript
Kathryn	Breisch	Founder & CEO	GoPursue
Jeff	Brouse	Membership Director	AEG
John	Brown	Founder	Poncho
Kathie	Callahan Brady	CEO	FITCI
Ignacio	Calles	Independent Financial Executive	
Scott	Cashon	Chief Technology Officer	PainScript

Julia	Catuara	Financial Service Professional	New York Life
Christopher	Chaisson	Attorney	Whiteford, Taylor & Preston LLP
Mark	Chen	President	ExcelCoat Technologies Inc.
Lulu	Chen	Manager	FORVIS
Rosie	Cheng	Finance Consultant	Ryan & Wetmore PC
Melissa	Chiou	Marketer/Strategist	Melissa Chiou
Will	Choi	Partner	FORVIS
Sangbum	Choi	President	SPC Holdings, Inc
Angelo	Cisneros	Co-Founder and CTO	Lattitude
Sue	Coots	Financial Service Professional	New York Life
John	Coover	Director of Growth	St Jardins Inc
Victor	Cora Nazario	COO	SOAR Community Network
Kevin	Corey	VP	Banking Center Manager
Amy	Cousins	Financial Service Professional	New York Life
Kimberly	Crumm	Founder	Pictma
Suzanne	Damra	CEO	Fedmira
Melissa	Daniels	Founder / CEO	Milo Brixby Travel Artistry
Tina	Dante	President	The Metamorphosis Group, Inc.
Gordon	Davidson	Investor	Lightsense Technology, Inc.
Hank	Dearden	Executive Director	ForestPlanet, Inc.
Jaap	Dekkinga	CEO	TuneURL
Tim	Denning	VP	Ultratech Capital
Fred	Diamond	CEO	Institute for Excellence in Sales
Max	Didenko	COO	Quasi Robotics
Gian	Dilawari	Managing Partner	Tyson's Angels
Victor	Diloreto	CEO	Blackmarker
Tom	Dolan	Director of Business Development	Quasi Robotics
Kiley	Doll	Chief Growth Officer Partner	Angel Investor Network
Charlie	Duck	Director of Energy and Transportation	RevTek Solutions
Ashley	Dunn	Partner	FORVIS
Altan	Erginkoc	PM	Mosaic DC
Pete	Erickson	CEO	Modev
Herb	Ezrin	President	Potomac Business Group
Adedayo	Fashanu	CEO	TANTV
Dwight	Fischer	CEO	Covenant
Aurelia	Flores	Investment Director	Virginia Venture Partners
Jed	Fochtman	President	Capital Advisors LLC
John	Fochtman	Tax Accountant	RKN CPAs
Justin	Fong	CEO	Hue.Lens
Lynne	Ford	CEO	FLJ Associates
Brian	Gallagher	Founder	CodeLock
William	Galle	Principal	Diversified Portfolio Strategies LLC
Dereese	Getnet	Deputy Chief Microbiology	BSL3 Labs
Gregory	Giammittorio	Partner	Potomac Law Group PLLC
Jim	Gibbons	Founder & Wealth Manager	401k & Wealth Management
James	Gibbons	Founder/Wealth Manager	Alpha Pointe Capital
Rick	Gilchrist	Chairman & CEO	WeGro Data/Vannadium
Barrett	Goldberg	CFO & Co-Founder	HeadStart
Doug	Goldstein	Managing Director	Salt Flats Venture Studio
Kathleen	Griggs	CEO	Databuoy
Ajay	Gupta	CEO	HSR.health
Neal	Gupta	Co-Founder	KiwiTech
Mark	Haas	CEO	AEG
Babak	Hafezi	CEO	Hafezi Capital
Linda	Hagopian	Director	Cradlepoint
Dennis	Hahm	Principal	Kairos Global Network
Sali	Hama	CMO	CarpeDM
Brian	Han	Managing Director	Kairos Global Network
Eric	Hanson	Recruiting Director	Pax Momentum
Wajid	Hassan	CEO	Network Fort
Qaizar	Hassonjee	Managing Partner	Angel Star Ventures
Daniel	Heimlich		On-Demand CMO
Yusuf	Henriques	Founder & CEO	IndyGeneUS AI
Browning	Herbert	Managing Director	Ringbolt Capital
Ben	Holmes	CEO	Nanochon
Minsik	Hong	Venture Capital	Global Millennial Capital
Stephen	Horn	CEO	MasterPeace Solutions
Yueshan	Hu	CEO	Holistic Acupuncture LLC
April	Huang	Founder & CEO	Section D Media, LLC

Cory	Hughes	COO/CFO	Veriti
Sarah	Iranpour	CEO and Founder	PersonClinic Inc.
Leif	Jackson	Founder	Schedgeo
Tisha	Jepson	CEO	True Bearing Diagnostics
Caroline	Johnston	Founder & CEO	GreenIsland Bakery
Peter	Justen	CEO	The Cascades Group
Shahed	Kader	Attorney	Kader Law
Robert	Kamins	CEO/Founder	Obvien
Julia	Kan	Vice President	JP Morgan Chase
Steve	Kantor	President	Lifebushido
Amanda	Keeton	Community Manager	Refraction
Dr. Bruce	Kehr	Co-Founder	PainScript
Miheer	Khona	Founder & CEO	Cactus Holding Corp
Younghoo	Kim	CEO	WEBSITE INNOVATOR
Jocelyn	King	Founder & CEO	VirgilHR
Ellen	Koh	Marketing Director	Raycom
Tom	Kohn	Professor	American University
Paul	Korkemaz	Principal	XPRT LLC
Dan	Kosich	Sale/Operations Manager	Databuoy
Vijay	Lakshman	Managing Partner	Mindgrub Ventures
Vijay	Lakshman	Managing Director	Mindgrub
Sean	Lam	VP/CTO	IMSG
Cermen	Larsen	CEO	AQUAS Inc.
Leo	Lau	Founder	Nowy
Leo	Lau	Founder	Nowy
Rosemary	Lauer	President	Tetra Global Real Estate
Carl	Leacock	Investor	Revolution
Vlad	Lebedev	CEO	Quasi Robotics
Ella	Lebedev	Director of Quality	Quasi Robotics
Aquila	Lee	Senior Associate	Chenel Capital
Matthew	Lee	President	KoBE
Chris	Light	CEO and Founder	E-Livestock Global LLC
Xiaonao	Liu	Founder/CEO	Nanobiofab
Jayden	Liu	SVP	Bank of America Private Bank
Jackie	Luo	Partner	TCV Growth Partners
Bei	Ma	Founder & CEO	The Pinea Group, LLC
Humphry	Madge	VP - Business Relationship Manager	Atlantic Union Bank
Jeff	Majka	CEO	The Security Bulldog
Yousuf	Mansoor	CEO	MiDs
Jake	Marsh	CTO	DeepTerrain
Francisco	Martin-Rayo	Founder	Helios Artificial Intelligence
TJ	Master	Technology Mentor	ICAP
Rajiv	Mehta	Venture Fellow	Purple Sage Ventures
Jill	Meritt	Senior Account Executive	Yes& Agency
Jomy	Methipara	Partner	Dickinson Wright PLLC
Edwin	Miller	CEO	Marchex
Brian	Mitchell	Managing Director	New Columbia Capital Partners
Amit	Mohla	Partner	FORVIS
Eta	Nahapetian	Manager, Dept. Econ. Initiatives	Fairfax County, VA
Silvana	Nani	Managing Partner	Korabi Consulting
Mahesh	Narayanan	Managing Partner	Neuvation Ventures
Ed	Nemec	Managing Partner - Greater Washington	New York Life
Michelle	Nguyen	Chief Partner	Timely Partner
Avery	North	Business Development Assistant	CONNECTpreneur
Michael	O'Brien	Managing Principal	MOB Advocacy
Sun	Oark	Manager	Accenture
Howard	Offit	CRO	Raycom
Abolaji	Omitogun	COO	TANTV
Kobby	Osei-Kusi	Founder & CEO	Pirl Technology
John	Oswald	President	Capital Trust Group
Elvis	Oxley	Founder	Oxley Consulting
Jean-Luc	Park	Senior Director, Social Impact Funds	TEDCO
Dan	Pastore		Alira Health
Elliot	Patton	COO	DeepTerrain
Ramon	Perez	Director AI Solutions	Elder Research Inc
Tom	Perkins	Director, Portfolio Management	Highlight Technologies
Jane	Peterson	President	The Peterson Company
Mali	Phonpadith	CEO	SOAR Community Network
Saveeta	Pillai	Global Marketing Strategy Leader	Amazon

Joel	Price	Vice President of Product Innovation President	Core Source Technologies Product Ventures
Elizabeth	Pyle	Mentor	Virginia ICAP
Morgan	Rath	Member Ops Mgr	AEG
Jessica	Riggins	Project Coordinator	Active Security
JP	Rike	CTO	Active Security
Larry	Rosenfeld	Managing Partner	McLean Partners LLC
Evan	Rowland	SVP	Bank of America Private Bank
Todd	Rowley	Director of Business Development	Old Dominion National Bank
Daniel	Ryan	Managing Principal	Alikos Wealth Management
Andrew	Sachs	Founder & CEO	Nobel Learning PBC
Eliot	Sackey	Senior Associate	FORVIS
Ruwan	Salgado	CEO	Strat8gy International
Bill	Sareen	Startup Mentor & Advisor	Startup Management Consulting
Rosemarie	Savino	COO	AEG
Alan	Schlaifer	President	Wharton Club of DC
Pete	Schramm	Co-Founder and CEO	Lattitude
Leo	Scott	Chief Innovation Officer	DataTribe
Pothiraj	Selvaraj	CEO	St Jardins Inc
Stephanie	Shei	Vice President	Chase Bank
Alena	Shumova	Director of Marketing	Quasi Robotics
John	Sinclair	Founder	SyncLayer
K. Paul	Singh	CEO	Rezon8 Capital
Jay	Singh	CEO	Publication Academy, Inc.
Manpreet	Singh	Chief Investment Officer	Singh Capital Partners
Ranbir	Singh	President	GeneSiC Semiconductor
Sukh	Singh	Director of Business Development	Tejji, Inc.
Karen	Smaw	Small Business Director	FCEDA
Mike	Smith	CEO	MSBD
Joy	Southers	Founder & CEO	B-Listed Media
Uri	Sperling	Founder / CEO	UCPlaces
Chris	Steele	Biomedical R&D Strategist	US Navy
Michael	Stern	CEO, Founder	HeadStart
Corey	Stoner	Founder	House 3D
Dr. Shruti	Sudhakar	Entrepreneur Fellow, Anesthesiology Dept.	Johns Hopkins
Samuel	Sun	Volunteer	CONNECTpreneur
Mei	Sun	Portfolio Manager	Defense Health Agency
Tony	Surak	CMO	DataTribe
Ike	Syed	Senior VP	KiwiTech
Calvin	Sze	Volunteer	CONNECTpreneur
Sravasti	Talukdar	Managing Partner	SB Ventures Partners LLC
Tansy	Tan	Senior Associate	FORVIS
Denise	Tayloe	President and CEO	PRIVO
David	Tickner	Director Financial Agencies & Services	RevTek Solutions
Tysha	Tolbert	Founder & CEO	Pause & Ponder
Karin	Tovar	CEO	Caring Counseling LLC
Nicole	Tripodi	Principal	FEDinform LLC
Rosemarie	Truman	CEO	Center for Advancing Innovation
Juvy	Tumagan	Senior Manager	FORVIS
Shirita	Turner	Founder & CEO	Inclusive Work Solutions
Le Thi Hai	Van	Counselor - Trade & Investment	VietNam
Carol	Van Cleef	CEO	Luminous Group
Joe	Van Cleve	VP	Van Cleve & Associates, Inc.
Robert	van den Berg	Founder	Vandenberg D&B
Danny	Vargas	CEO	VARCom Solutions
Susan	Velasco		
Mayur	Vyas	CFO	Finconoso
Jun	Wang	CEO	Phycin, Inc.
Eziel	Wedemeyer	Founder & CEO	History X
Barry	Weinbaum	Financial Service Professional	New York Life
Skip	West	President	MAXSA Innovations LLC
Jordan	Weymouth	Founder & CEO	Levlz
Mike	Wolk	Principal Consultant	Expense Reduction Analysts
Kiran	Yeddala	Founder	N Smart
John	Yetman	Co-Founder	AEG
		International Business Investment	
Christy	Youk	Manager	Fairfax County EDA
Rachel	Zayas	Founder & CEO	AGED
Anqing	Zhang	Professor	GWU

Thank you to our Partners



REFRACTION
INNOVATION HUB



FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY



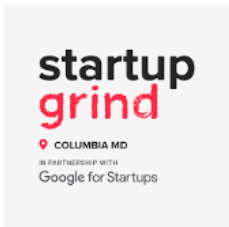
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ETS Enterprise
Transformation
Solutions



TRUIST



NABOE
SERVING OWNERS OF SMALL TO MID-MARKET COMPANIES
CONNECT - LEARN - GROW



BALTIMORE ANGELS

ROBERT H. SMITH
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DINGMAN CENTER
for ENTREPRENEURSHIP

nvtc
where tech thrives



U.S. INTERNATIONAL
DEVELOPMENT CENTER

THE CENTER FOR ADVANCING
INNOVATION



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

ies institute for
excellence in sales

FOUNDER INSTITUTE

Thank you to our Prep Team!



MALI PHONPADITH
CEO
SOAR Community
Network



INES LEBOW
CEO
Enterprise Transformation
Solutions



JACKIE LUO
Partner
TCV Growth Partners



EVAN SHUBIN
Pres. and Founder
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LAURA HILL
SVP
Equifi



BOB LONDON
CEO
Chief Listening Officers



MARISSA LEVIN
CEO
Successful Culture
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JET LU
Customer Solutions
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ESTEFANIA PALOMINO
CEO
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Upcoming Events

**REGISTER FOR OUR
NEXT VIRTUAL EVENT!**



2023 IN-PERSON

September 21

International Square
Washington DC

November 2

Washington DC

December 18

Refraction
Tysons Corner, VA

2023 VIRTUAL

June 29

July 27

August 31

September 28

October 26

November 16

December 19

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

