

**Big Idea**  
**CONNECTpreneur**

# NETWORKING & PITCH **EXTRAVAGANZA**

OCTOBER 8, 2024

8:30AM-12:00PM



**JOHNS HOPKINS CAREY  
BUSINESS SCHOOL**

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



# Agenda

**8:30 - 9:00 am - REGISTRATION / NETWORKING**

**9:00 - 9:20 pm - WELCOME REMARKS**

S. TIEN WONG, CEO, Opus8; Founder, Big Idea CONNECTpreneur Forum  
ALEX TRIANTIS, DEAN, Johns Hopkins Carey Business School  
KEVIN ANDERSON, Secretary, Maryland Department of Commerce  
PAT SHERIDAN, CEO, Modus Create

**9:20 - 9:25 am - MARYLAND TECH COUNCIL UPDATE**

KELLY SCHULZ, CEO, Maryland Technology Council

**9:25 - 9:30 am - TEDCO UPDATE**

TROY LEMAILE-STOVALL, CEO, TEDCO

**9:30 - 10:15 pm - COMPANY SHOWCASE / ROCKET PITCH**

Promising Early Stage Companies will be introduced by:

ANTHONY MILLIN, Founder and Chair, NEXT powered by Shulman Rogers  
MARK HAAS, CEO, Association for Enterprise Growth

## PRESENTING COMPANIES

Axcess Instruments - Michael Norton

Chromatan - Oleg Shinkazh

20/20 Gene Systems - Jonathan Cohen

CraniUS - Michael Maglin

RoadDoc - Igor Volovich

**10:15 - 11:00 am - EARLY STAGE INVESTOR PANEL - Latest Trends in the VC & Angel Investing World**

Moderator: ALEX TRIANTIS, DEAN, Johns Hopkins Carey Business School  
DEBORAH HEMINGWAY, Managing General Partner, Ecphora Capital  
JEFF CHERRY, Managing General Partner, Conscious Venture Partners  
JACK MINER, CIO, TEDCO  
ELIZABETH CHO-FERTIKH, Managing Partner, MEDA Ventures

**11:00 - 12:00 pm - NETWORKING**

# Speakers



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

Mr. Tien Wong is a tech investor, entrepreneur, and CEO. He is Chairman & CEO of Opus8, Inc., a private investment and advisory firm investing in exceptional life science and tech enabled services companies, as well as specializing in raising capital for promising tech companies and alternative investment fund managers. He is Founder of CONNECTpreneur, a global community of 25,000+ founders, investors, CEOs, and business leaders. CONNECTpreneur organizes the world's largest monthly virtual investor pitch events as well as in-person Forums with upwards of 500 attendees, featuring VIP guests, speakers, exciting presenting companies, and the best CXO to CXO networking on the East Coast. Since 2012, over 1200 companies have presented, half of whom have received funding from investors from the CONNECTpreneur investor network. Mr. Wong is also a Venture Partner in IronGate Capital Advisors, a VC and Fund of Funds manager investing in dual use technologies; Investment Advisory Board member of Virginia Venture Partners; and Chairman of Lumious, an ed tech company which provides learning & development services to Fortune 500 customers.



## **ALEXANDER TRIANTIS, DEAN, JOHNS HOPKINS CAREY BUSINESS SCHOOL**

Alex Triantis is dean of the Johns Hopkins Carey Business School. Since becoming dean in 2019, he has led the revision or launch of several programs and initiatives focused on what's next in business. These include Carey's reimagined full-time MBA with emphasis in health, technology, innovation, leadership, and business analytics. Prior to Carey, Alex was dean of the Robert H. Smith School of Business at the University of Maryland. As a Professor of Finance, his expertise lies in the areas of corporate financial strategy and valuation. He has a PhD from Stanford University, and bachelor's and master's degrees from the University of Toronto. He currently serves as vice chair and chair-elect of the board for AACSB (the Association to Advance Collegiate Schools of Business).



## **KEVIN ANDERSON, SECRETARY, MARYLAND DEPARTMENT OF COMMERCE**

Kevin Anderson is Founder & CEO of Cardinal Atlantic Holdings, an economic and community development firm targeting scaled social impact and investment in urban centers. With specializations in real estate and education technology, CAH advises funds, corporations and governments on economic and community development strategy and projects.

Anderson previously served as Senior Vice President for Global Partnerships at EVERFI, Inc., an educational software company for financial literacy and life skills education where he led government relations and conducted business development. Anderson helped create and launch the company's diversity content while securing public and corporate partnerships to support digital innovation in school districts across America. A SaaS company, Anderson helped lead EVERFI's growth from 32 employees to over 600, and from \$6mm in revenue to over \$120mm during his tenure.

Before joining EVERFI, Anderson was appointed President and Chief Executive Officer of City First Homes, Inc. - a \$6 million community land trust created to support workforce housing and ensure ongoing affordability for working families in the District of Columbia. Launched in 2008 as the District's most aggressive affordable housing initiative, City First Homes navigated the financial crisis stabilizing mixed income development and created over 100 units of affordable housing.



## **KELLY SCHULZ, CEO, MARYLAND TECHNOLOGY COUNCIL, FORMER SECRETARY, MARYLAND DEPARTMENT OF COMMERCE**

Kelly Schulz is a mother, wife, successful small business owner, and served seven years in Governor Hogan's administration as the Secretary of Labor and Secretary of Commerce.

In her most recent role as Secretary of Commerce, Kelly oversaw the state's primary economic development agency, responsible for attracting new businesses, job growth, and workforce development. Under Kelly's leadership, the department also served as the largest resource to provide financial assistance to struggling Maryland companies adversely impacted by COVID-19.

Prior to entering her career in public service, Kelly was always focused on her community. While raising her boys, Kelly put herself through college and worked as a server and bartender in the evenings and on

# Speakers

weekends, yet always made time to serve on the school PTA and to volunteer with Brandon and Bradley's sports teams. Kelly went on to work as a program manager for a defense contractor and then became a partner in opening a small business – a cybersecurity firm.

Wanting to continue to serve her community, Kelly was successfully elected to the Maryland House of Delegates, representing Frederick County. As a Delegate, Kelly took her knowledge and experience as a small businesswoman and served on the Economic Matters Committee where she focused on legislation relating to banks and other financial institutions, business occupations and professions, economic development, labor and employment, unemployment insurance, and workers' compensation.



## **TROY A. LEMAILE-STOVALL**

As the CEO of TEDCO—Maryland's economic engine for technology companies—Troy leads the organization's mission to support economic development through the cultivation of an inclusive entrepreneurial innovation ecosystem. He brings to bear more than 25 years of experience in investment management, higher education, telecommunications, information/communication technology, and management consulting in this leadership role. Prior to joining TEDCO, Troy was the chief operating officer at the University of the District of Columbia (UDC), the nation's only urban land-grant university. UDC encompasses a six-site community college, a four-year baccalaureate campus, and a law school, and serves 7,000 degree- and certificate-seeking students. He oversaw an array of critical functions at UDC, including capital construction, communications, emergency management, enrollment services, facilities management, government relations, information management, institutional research, marketing, public safety, risk management, and strategic planning, to name a just a few.



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

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



## **DEBORAH HEMINGWAY, MANAGING DIRECTOR, ECPHORA CAPITAL**

Dr. Hemingway brings more than 20 years of entrepreneurial, scientific, and investing experience in business formation, technology commercialization, startup leadership, and medical device entrepreneurship. She has been an active member of the Maryland entrepreneurial ecosystem as a serial entrepreneur, angel investor, philanthropist, and board member. Dr. Hemingway is a mentor in the FedTech accelerator and sits on the advisory boards of eight biotech companies in the Mid-Atlantic region, including Pathotrak, Relavo, Playwell, and Aloe Therapeutics. She is a venture partner and serves on a number of medtech committees at NextGen Venture Partners. She was recognized by the UMD Dingman Center for Entrepreneurship as the 2019 Angel Investor of the Year.

Dr. Hemingway earned a PhD in biophysics from the University of Maryland, College Park (UMD), after completing dual bachelor's degrees at Ohio University. She currently lives in central Maryland with her husband and four children.

# Speakers



## **JEFF CHERRY, MANAGING GENERAL PARTNER, CONSCIOUS VENTURE PARTNERS**

Over the last 29 years, Jeff has been a designer, CEO, educator, consultant and investor. He enjoys the creative process, both from an artistic and organizational perspective. Currently, he's bringing these divergent experiences together in order to help companies develop more conscious, purpose-driven business models; and to help investors build societal as well as financial value. He tries to bring right and left-brain thinking to problem-solve, business creation, and investing ideas; hopefully asking better questions and using his expertise to make the lives of those around him more fulfilling and successful. As the CEO of The Porter Group and Founder and Executive Director of ConsciousVenture Lab, Jeff is an evangelist for the transformation of capitalism. The PorterGroup is a venture capital firm that invests in early-stage and growth-stage companies that are operating at the intersection of profit and purpose. TheConscious Venture Lab is an accelerator for these same types of businesses using the tenets of Conscious Capitalism® and societal purpose as the foundation for creating long-term sustainable value. With the Conscious Venture Lab as an emerging brand in this fast-growing field, Jeff is also a frequently invited speaker on the topic of impact investing and new models of business. He has recently had the honor to present at the University of Maryland, The Darden School at the University of Virginia, Yale University, and Columbia university, The Booth School at theUniversity of Chicago, Howard Community College, and The University of Baltimore



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

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



## **ELIZABETH CHO-FERTIKH, Managing Partner, MEDA Ventures**

Elizabeth Cho-Fertikh, PhD is a scientist-turned-investor who is Managing Partner of MEDA Ventures, a healthcare venture capital group, which is currently on Fund II. MEDA Ventures sprung from MEDA Angels, angel investor group founded by physicians and scientists, through which 22 investments have been made including those out of its Fund 1, which has enjoyed a near 40% IRR for vintage year 2023. Of the 22 investments, there have been 2 exits and 0 shutdowns since inception in 2019. Elizabeth comes to the healthcare investment world with 30 years of cross-functional operational experience in drug development, digital health, regulatory affairs, clinical trials and business development at biotechs & startups (MacroGenics, RegenXBio, Enterin, VLP Therapeutics & Playbl).

She actively supports the innovation ecosystem by serving on the Executive Committee of Stand Up To Cancer, a nonprofit founded by Katie Couric, dedicated to supporting innovative R&D and advocacy efforts to advance cancer prevention, detection, treatment & awareness. She also serves as scientific/commercialization advisor to the National Cancer Institute's Technology Transfer Office, as a reviewer of NCI SBIR grants and as a former investment committee member for the Virginia Commonwealth Health System. Elizabeth currently serves as an Investor Relations and Commercialization Advisor to two digital health startups and as a Board Observer of a cancer therapeutics startup.

Elizabeth received her BA from Johns Hopkins, her MS from Georgetown University, her PhD from Thomas Jefferson School of Medicine and completed her postdoctoral fellowship at Harvard Medical School & NIH.

# Speakers



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

Anthony Millin is a trusted legal and business advisor to startup and emerging growth companies. As a startup attorney, a serial entrepreneur, a former seed stage venture partner, and the Founder and Co-Chair of NEXT powered by Shulman Rogers, named in 2024 as the nation's top law firm for "Enabling Startup Success" by LegalWeek, Anthony brings his unique legal and business perspective to advising his clients. Anthony understands firsthand what it takes to start, scale and manage a company, to successfully prepare for and run a fund raising process, and to address the legal issues faced by a startup. This background provides him with valuable insights into the legal and business needs of his clients. Within Shulman Rogers, his unique skill set has earned him an appointment as Chair of Shulman Rogers' Strategic Advisory Committee.

A creative problem solver and strong advocate dedicated to the success of his clients, Anthony frequently serves as his clients' "outside general counsel, taking a leadership role in managing the full range of their legal needs from formation and financings to growth and exit. Anthony is a frequent public speaker on topics impacting startup and emerging growth companies. Anthony is also a Co-founder and CEO of My NEXT Raise, an investor readiness platform and Co-Founder and Senior Strategic Advisor of RT Energy.



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

Mark Haas is CEO/co-founder of AEG, the Association for Enterprise Growth, an ecosystem of business leaders of CEOs, elite business advisors in complementary disciplines, and regional centers of influence. He is responsible for strategy, operations, and expansion of its communities through tailored experiences and resources, accelerating trust to foster personal and business growth. Previously, Mark was President of Research and Organization Management (ROM), a DC-based management consulting firm helping midmarket executives and boards adopt a systems approach and mindset to integrate diagnostics, strategy formation, business models and performance management. He has created business plans for a transportation company, revised strategy and business plans for a statewide child services agency, merged scientific associations, revitalized a human service nonprofit, developed strategy for a biodiversity group, revised a clinical research organization's business model, and developed a new strategy for a women's health organization. Mark's facilitation includes WWIV military strategy, response to nuclear terrorism, Global Science and Technology R&D, and the US Navy's first STEM Forum.



# Access Instruments Inc

**Value Proposition:** Laparoscopic surgery is anchored in the days before the digital age. Access Instruments is a cutting edge, digital company creating simple solutions to persistent problems that have been around for decades. Minimally invasive surgery deserves the best technology presented in the simplest form to care for patients with surgical diseases. The AccessPort delivers cost effectiveness, availability, and quality. The superb imaging of the AccessPort matches what the surgeon needs to visualize and care for each patient.

**Company Background:** Access Instruments brings a 4k, fully digital imaging device for minimally invasive surgery. The AccessPort is an easy-to-use disposable device designed to simplify minimally invasive surgery by managing data and surgical space. The AccessPort is strongly supported by 13 utility patents. The AccessPort provides real solutions and cost savings for surgeries up to 90 minutes in a \$ 4.5 billion market. Access Instruments is focused on improving the surgical experience for the patient and the surgical team.

**Leadership Team:**

Michael Norton MD: board Certified General Surgery, Graduate University of Tx, Southwestern Medical School, 30 years experience in laparoscopic surgery  
Noel Ischy: President of Now Development with 40 yrs in Petroleum development and management, Developer of the oil field product Bio Balls.

**Products/Services:**

The AccessPort provides a proprietary lens jet washing system to clean the lens and lighting without removing the AccessPort saving operative time and improving vision quality. It is a single use device saving money and time of operative set up, turnover, and reprocessing. Simplified electronic steering eliminates reverse steering.

**Technologies/Special Know-How:**

Access Instruments Inc has 13 issued US patents and has multiple applications in prosecution. We have 4 patent families representing a deep and broad base of IP. The first of our patents has been cited over 200 times by other applications. We have patents that cover the AccessPort system, structure, and proprietary jet wash system for lens cleaning.

**Market:**

The market for the AccessPort consists of hospitals, ambulatory surgery centers, and outpatient surgery centers. Minimally invasive surgeries of the gallbladder and tubal ligation usually last less than an hour and are ideal for the AccessPort. Gallbladder and tubal ligation, comprise 50% of laparoscopic market and are procedures most highly benefited by shorter turnover times and improved lens cleaning.

The AccessPort image is navigated with remote controlled robotic steering.

Trocar and robotic/ AI are within the growth scope of Access Instruments.

The laparoscopic market is a \$4.4 billion US market with an AAGR of 5-8%.

Our revenue model is based on leasing of computer hardware, and sales of the single use, disposable AccessPort.

**Distribution Channels:** Direct salesforce team will initiate product distribution with demonstration and instruction for usage to new customers as well as follow up support. Direct mail or direct delivery will be based on location, volume, and varying requirements of the customer.

**Competition:** New View Surgical produces a standard port with digital imaging. Minimally Invasive Surgery with the AccessPort is a new “hybrid” field of development and is in competition with the pure “laparoscopic” market. S&P 500 companies serve the laparoscopic market. The laparoscopic market is over 30 years old and Outpatient surgery grows as our population ages. The miniature AccessPort can save preop time, operative, and turnover time.

Financials Unaudited:

	2025	2026	2027	2028	2029
Net Revenue	0	\$3,312,000	\$22,080,000	\$38,640,000	\$55,200,000
EBID	(200,0000)	\$134,000	\$6,111,000	\$10,779,688	\$14,828,877

**Quick Facts**

**Company Name:** Access Instruments Inc

**Contact:** Michael Norton MD

**Address:**416 E Mulberry St

Tyler Tx 75701

**Phone:**9033302153

**Email:** mnorton

@accessinstruments.com

**Website:**Accessinstruments.com

Industry: Med Tech

**Domain:** Surgery

**Bank:** Southside Bank

**Law Firm:** Locke Lord

**Patent Estate:** Scott Wofsy

Locke Lord

**Number of Employees:**2

**Leadership Team**

Michael Norton MD FACS

Noel Ischy

Scott Wofsy

Douglas Gray

Synectic

Huck Medical



Oleg Shinkazh, CEO  
3 Spring House Innovation Park, Ambler, PA 19002  
Phone: 949-351-0860 (C)  
Email: [oleg.shinkazh@chromatan.com](mailto:oleg.shinkazh@chromatan.com)

**Management:**

Oleg Shinkazh, CEO  
Scott Zobbi, VP of Sales and Business Development  
Peter Lewis  
Assoc. Dir., Engineering  
Thiago Millen, Ph.D., Assoc. Dir., Process Development  
Yvonne Connolly, Assoc. Dir., Operations  
David Fogel, CFO

**Industry:** Life Sciences

**Domain:** Bioprocessing

**Stage:** Early commercial

**Number of Employees:** 18

**Bank:** TD Bank

**Accountants:** Swifton CPAs

**Law Firm:** Royer Cooper  
Cohen Braunfeld LLC

**Financing Sought:**

**1.1 M left to raise** out of \$7M conv bridge (leading to a \$7M Ser B in 25) with **\$5.9 Million closed**

**Pre-Money:** Convertible note, 15-25% discount (\$14M cap)

**Current Investors:** \$12M Raised. Backed by family offices, early-phase VCs, strategics and angel investors

**Use of Funds:** Complete the build-out of 5 pilot systems; build and qualification of GMP systems; scaling revenue to profitability.

**Company Background:** ChromaTan has developed **BioRMB™** the first-ever, continuous column-free, single-use, and steady-state chromatography platform, based on the Real Moving Bed principle that provides significant improvements in recovery, productivity, and product purity, while reducing resin consumption and downtime compared to conventional column chromatography for **manufacturing of biologics, gene therapies and mRNA**. The company holds multiple patents on the platform

**Management:** **Oleg Shinkazh** – Founder and CEO: 20+ years of experience in bioprocess technology development from Pall Corporation, Millipore. Inventor of the **BioRMB™** platform.

**Scott Zobbi** – Vice President of Sales and Business Development. 25+ years in process in bioprocessing sales and marketing.

**Peter Lewis** Associate Director, Engineering: Leads all engineering, manufacturing and automation functions related to the pilot and production scale systems.

**Thiago Millen, Ph.D.** – Associate Director, Process Development: 15+ years' experience in bioprocess sciences and development in cell and gene therapy applications.

**Customer Problem:** Viral vector products such as adeno-associated viruses (AAV) and lentiviruses (LV) as well as mRNA are considerably larger and more sensitive than proteins. In conventional packed-bed column chromatography, these products get damaged via several mechanisms that include higher shear, conformational changes, aggregation and denaturation. The **BioRMB™** platform solves these issues via much more gentle processing outside the column format as well as saves **80-90% on resin costs that can from \$15,000 to \$25,000 per liter**.

**Products/Technology** Our core product-the **Kascade™ BioRMB™** system, launched in Q4 2023, is a single-use, column-free, and steady-state chromatography platform. This system utilizes the real moving bed principle, combined with multi-stage countercurrent extraction and chromatography to increase process efficiency and enable **gentle processing of valuable biologics**. The **BioRMB increases valuable product recovery** via multiple mechanistic advantages vs 1<sup>st</sup> generation technologies as well as **increases process productivity by 10- to 20- fold, with improved purity profiles, while dramatically reducing expensive resin costs by 80%-90%**.



**Market:** Chromatan's beachhead market are the viral vector and mRNA. These verticals is currently \$2B and growing at a rate of 20%-25%; expected to continue at that pace through 2030. Specific applications in these segments include the purification of adeno-associated viruses, lentiviruses, messenger RNA (mRNA) and plasmid DNA (pDNA).

**Sales Channels:** Direct-to-Customer sales supported by VP of Sales and regional Field Application Engineers

**Competition:** The cumulative market capitalization of the largest competitors with conventional chromatography products is over \$375B. However, ChromaTan's IP protected technology and product is the **only** platform with two critical differentiating features – column-free processing and continuous purification that offers customers unmatched performance in gene therapy purification applications.





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

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

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

### Key Strengths:

- Our approach is substantially more **affordable, accessible, and accurate** for early-stage cancer detection than the leading DNA based MCED on the market.
- 2023 Inc.5000 Fastest Growing Company in Maryland.
- Strong patent position covering screening w/ machine learning + tumor antigens.
- Utilizes FDA approved instruments and kits.
- Pilot w/ leading supermarkets.
- Sophisticated Shareholder Base: Including DigitalDx, Fujifilm (via acquisition), PingAn Ventures, Morgan Stanley (via Acquisition), Brevet Capital, Keiretsu Capital, and leading Family Offices.
- Board and management team have many successful exits.
- IPO ready w/ PCAOB audits and other compliance in place; engagement with reputable investment bankers
- Periodic acquisition inquiries from Fortune 500 industry leaders.
- Growing revenues permit royalty-based financing models w/ guaranteed ROI.

### Contact:

[investors@2020gene.com](mailto:investors@2020gene.com)

(240) 453.6339 ext. 102

## *Executive Summary*

20/20 GeneSystems, Inc. is a clinical laboratory test developer focused on AI-powered blood tests for the early detection and prevention of cancers and chronic diseases. We are currently the #2 market leader in the U.S. for multi-cancer early detection (MCED) blood tests. Our flagship product, ***OneTest™ for Multiple Cancers***, is seeing rapid adoption in the MCED marketplace with **ten consecutive quarters of accelerated sales growth**.

**The Problem:** Screening is not widely available or utilized for most of the leading cancer killers, such as those of the lungs, pancreas, ovaries, and liver. To address this void, MCEds are now available and generating significant enthusiasm among many medical authorities, policy makers, employers, and consumers. Up until now, these tests have been expensive, hard to access, and miss most cancers at their earlier stages when they can often be effectively treated.

**Our Solution & Advantages:** *OneTest™* is the first and only MCED on the market that (i) is available for under \$200, (ii) can be accessed at home without painful needles, and (iii) has been demonstrated in studies conducted in 2024 by the U.S. National Cancer Institute to correctly identify significant numbers of otherwise deadly **cancers at an early stage**. These cancers include those of the lung, pancreas, and ovaries, which, when detected at an earlier stage, give the best chance of survival.

**The Market:** In the U.S. alone, the market for MCEds is expected to exceed several billion dollars per year by the end of this decade following anticipated coverage by Medicare starting in 2028. There is also a substantial overseas market, especially throughout East Asia where demand for new types of early cancer screening is high.

### Our Progress:

- Over 15,000 tests sold in the past three years.
- Revenues doubling yearly; 10 consecutive quarters of increasing sales growth.
- Line-of-sight to profitability.
- Growing adoption among employers and consumers.
- Additional revenues already coming from license agreement w/ clinical testing laboratories in Taiwan and Japan.

**New Products:** AI powered ***OneTest for Longevity*** will track biomarkers of chronic inflammation associated with 8 of 10 leading causes of death and offer specific diet and exercise changes proven to lower biomarker levels and related disease risk.

## Company Overview:

CraniUS, founded in 2021 in Baltimore, Maryland is revolutionizing the treatment of chronic brain diseases by developing NeuroPass™, the first fully implantable, skull-embedded drug delivery system. This innovative device enables direct and chronic therapeutic delivery to the brain unlike before, bypassing the primary impediment to effective brain disease management, the blood-brain barrier. The platform is drug agnostic and targets hard-to-treat conditions including Glioblastoma (malignant brain tumors), Alzheimer's, and Parkinson's disease.



### KEY INFORMATION

- **Founded:** 2021
- **Industry:** Medical Device/Biotech/Combination Drug/Platform
- **Current Stage\*\*:** Pre-Revenue
- **Funding to Date:** \$20M Series A
- **Investment Ask:** \$15M Series B (\$5M already committed)

### MARKET OPPORTUNITY

The total addressable market across Glioblastoma, Alzheimer's, and Parkinson's is \$9B. Additional indications in the future will increase the market opportunity to \$20B+ (e.g. Epilepsy, Chronic Depression) NeuroPass™ will initially target Glioblastoma patients with its first in human study, with expansion plans into other neurological conditions immediately following this successful proof of concept. The unmet need for effective long-term treatment presents significant opportunities for licensing, manufacturing, and partnerships as early as the completion of the first in human study in 2026.

### MANAGEMENT TEAM

#### **Dr. Chad Gordon, Co-Founder & Chief Medical Officer:**

Professor and Director of Neuroplastic Surgery, Johns Hopkins. Pioneered new surgical specialty dedicated to improving outcomes with respect to skull implants. Repeated success as a skull implant/device innovator with multiple product launches to his credit with various companies; took four previous skull implant products from concept to clinical use with accompanying FDA approvals. Inventor on 21 skull-related patents.

#### **Mike Maglin, CEO:**

Joined CraniUS in 2021 after 25 years in four different Fortune 1000 companies spanning multiple executive leadership roles. Since joining CraniUS, he has raised over \$25M in private capital. He spent his previous decade leading Under Armour's digital transformation executing and integrating three acquisitions in the connected fitness space (totaling \$650 million), building out a wearable technology engineering organization that closely parallels CraniUS' structure..

#### **Natalie Wisniewski, PhD., CTO**

Dr. Wisniewski is the Chief Technical Officer of CraniUS. She is the former Co-Founder and CTO of Profusa, a biotechnology company specializing in the development of tissue-integrated sensors for management of chronic diseases. She brings over 20 years of regulatory, clinical and technical expertise with 160 patents worldwide.

### EXIT STRATEGY

CraniUS is targeting licensing and manufacturing deals with pharmaceutical companies looking to gain FDA approval for direct administration to the brain for their drugs targeting GBM, Alzheimer's, Parkinson's, and others after a successful 2026 first in human study. In addition, strategic medical device companies including J&J and Stryker have expressed potential acquisition interest following successful First-in-Human trials to block others from breaking into the space

### THE CHALLENGE

Over 99% of therapeutics are blocked by the blood-brain barrier (BBB) regardless of given oral or intravenous, thereby limiting effective treatment of chronic brain diseases like Glioblastoma, Alzheimer's, and Parkinson's. Current systemic treatments often have toxic side effects to other organs in the body due to higher than desired dosages and lack long-term efficacy.

### OUR SOLUTION

NeuroPass™ is a groundbreaking, fully implantable drug delivery system that bypasses the blood-brain barrier, enabling targeted and long-term therapeutic delivery directly to brain tissue. It will feature a wireless, Bluetooth-enabled platform for remote management and is refillable, reducing the risk of infection while allowing at-home treatment.

### MILESTONES

- Groundbreaking pre-clinical study in June 2023 demonstrating safe drug delivery to the brain
- First-in-Human Study scheduled for 2026
- CraniUS has 8 issued patents with platform applications
- Awarded \$1M Build Our Future Grant from Governor of Maryland
- Finalist for NIH grant decision in October 2024 (\$4M over four years)

### REVENUE MODEL

CraniUS plans to license its platform to pharmaceutical companies requiring advanced drug delivery systems for FDA approval. Early-stage revenue will be driven by partnerships and licensing opportunities post-First-in-Human trials in 2026.

### COMPETITIVE ADVANTAGE

NeuroPass™ is the first implantable device capable of delivering drugs chronically to the brain, addressing critical limitations of current solutions. The device's design minimizes infection risk and integrates with MRI systems for real-time monitoring.

### CURRENT STATUS

CraniUS has raised \$25M and is actively seeking \$15M to complete its Series B round. The funds will drive the company through its First-in-Human study planned for 2026.



# ROADDOC™

REAL HEALTHCARE WHEREVER THE ROAD TAKES YOU

POWERED BY SYNC.MD®

## WHO WE ARE

ROADDOC is building a **decentralized healthcare ecosystem** to deliver care to chronically underserved and hard-to-reach populations across the care continuum.

## WHY ROADDOC

We offer convenient, affordable, continuous access to quality healthcare to truckers traveling on our Nation's highways.

Our autonomous **HealthPods** are located where drivers are: at popular truck stops along major shipping routes.

Real healthcare. Direct continuous access to primary care providers. Ongoing monitoring and treatment of chronic conditions. Prescription refills. Follow-ups.

## TARGET MARKET

Long-Haul Truck Drivers (LHTD) represent a TAM of **\$5B ARR**.

## GTM STRATEGY

**B2B:** 1000's of commercial carriers. ROADDOC augments Fleet Wellness management programs to improve retention/recruitment, reduce health risk.

**B2C:** 4.1M daily active drivers. Direct access to existing clients through 200+ strong multi-state sales organization.

24/7/365 access to care

Telemedicine 2.0

Preventive care focus

Access to Rx & refills

Clinical instrumentation

Predictive diagnostics & big data analytics

AI-augmented remote monitoring & diagnostics

Diagnostic telemetry & continuous monitoring

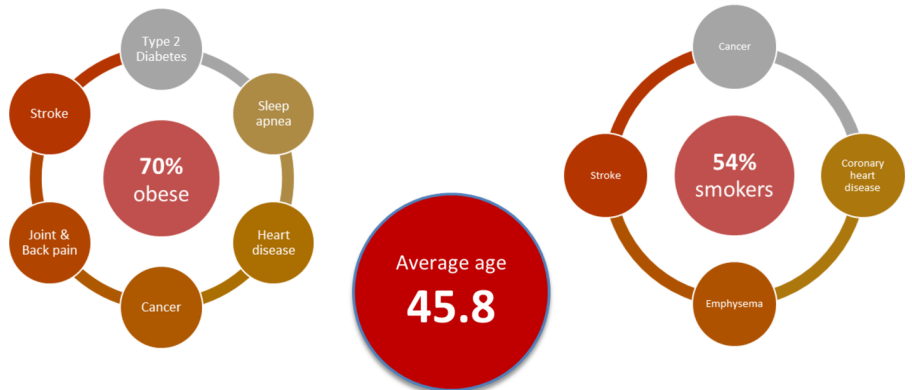
Proactive driver health, risk, & safety management

Active harm reduction & economic impact mitigation

Patient-centric, decentralized, distributed care ecosystem



## U.S. TRUCKER HEALTH STATISTICS



10M

CDLS ISSUED

1 in 4

VETERANS A TRUCKER

70%

ARE OBESE

54%

SMOKE

61

YEARS LIFE EXPECTANCY

## ANNUAL IMPACT

167K

ACCIDENTS

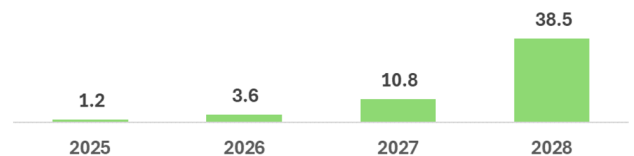
72K

INJURIES

5.3K

FATALITIES

## PROJECTED REVENUE (MM)



IGOR VOLOVICH, CEO & FOUNDER

igor@myroaddoc.com

+1-206-240-8311

LEESBURG, VIRGINIA

# Our Partners



## JOHNS HOPKINS CAREY SCHOOL OF BUSINESS

Grounded in the Johns Hopkins' legacy of excellence and research, Johns Hopkins Carey Business School shapes business leaders who seize opportunity, inspire change, and create lasting value. We bring a modern business perspective to Johns Hopkins by shaping leaders who build for what's next®. With campuses in Baltimore, Md. and Washington, D.C., Carey offers full-time, part-time, and online MBA and MS degree programs, and executive education programs for the global marketplace that are data-driven and built to compete in an everchanging business world. Carey's faculty are thought-leaders, trailblazing what's next in the business world and in the classroom. And at Carey, we learn by doing. For more information, visit [carey.jhu.edu](http://carey.jhu.edu).



## NEXT powered by SHULMAN ROGERS

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



## TEDCO

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



## AEG

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



## MODUS CREATE @ModusCreate

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



## NEW YORK LIFE

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



### **BUZZY ROCKET**

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



### **BLU VENTURE INVESTORS**

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



### **THE MARYLAND TECH COUNCIL VENTURE MENTORING PROGRAM**

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



### **ENTERPRISE TRANSFORMATION SOLUTIONS**

#### **INES LEBOW, FOUNDER AND PRINCIPAL @ilebow1**

Ines LeBow is the Founder and Principal Startup Consultant at Enterprise Transformation Solutions (ETS), which advises entrepreneurs on how to position themselves for funding. Over the course of her 30+ years in the industry, Ines has helped companies secure more than \$800M in funding, led start-ups and turnarounds for companies with up to \$500M in revenue, managed 11 M&A transactions, and guided 9 companies to a successful exit. With expertise spanning Operations, Executive Leadership, and Mentoring, Turnarounds, Revenue implementation, Engineering, as well as Communications, Ines has helped many companies prepare for VC and angel investment.



**SHOUTOUT TO OUR PREP TEAM**



## October 8 Attendees As of 10 09 24

SPEAKERS			
First Name	Last Name	Title	Company
Tien	Wong	Founder and Host	CONNECTpreneur
Mark	Haas	CEO	AEG
Anthony	Millin	Founder & Chair	NEXT, powered by Shulman Rogers
Alex	Triantis	Dean	Johns Hopkins Carey Business School
Kevin	Anderson	Secretary of Commerce	State of Maryland
Kelly	Schulz	CEO	Maryland Tech Council
Troy	Lemaile-Stovall	CEO	TEDCO
Pat	Sheridan	CEO	Modus Create
Deborah	Hemingway	Managing General Partner	Ephora Capital
Jeff	Cherry	Managing General Partner	Conscious Venture Partners
Jack	Miner	Chief Investment Officer	TEDCO
Elizabeth	Cho-Fertikh	Managing Partner	MEDA Ventures

PRESENTERS			
First Name	Last Name	Title	Company
Jonathan	Cohen	President & CEO	20/20 Gene Systems
Michael	Norton	President	Access Instruments
Igor	Volovich	CEO & Founder	RoadDoc
Oleg	Shinkazh	CEO & Founder	Chromatan Inc
Michael	Maglin	CEO	CraniUS

ATTENDEES			
First Name	Last Name	Title	Company
Jonathan	Aberman	Partner	Ruxton Ventures
Deanna	Akhileshwar	Event Assistant	CONNECTpreneur
Tracy	Akinade	Ofc of Experiential Learning	JHU Carey Business School
Josh	Ambrose	Dir of Student Ventures	Johns Hopkins Technology Ventures
Kevin	Anderson	Secretary	Maryland Dept of Commerce
Joel	Assal	Private Client	Assured Partners
Darrin	Auito	Partner	HEA Law
Marco	Avila	Vice President	WSP
Ron	Baker	CBO	2020 Genes Systems
Bob	Balcerzak	CEO	Allotropic Tech
Craig	Bandes	CEO	Pixeligent
Fernando	Batista	COO	InvestUSC
Amanda	Beale	Program Coordinator	CRMSDC
Adam	Beck	Director	LifeBridge Bioincubator
Vippy	Bhambra	Investment Banking	Glomo
Urvi	Bhatnagar	Managing General Partner	The Good Science Fund
Sonya	Bigelow-Smith	Program Director	CRMSDC
Danny	Blackwell	Founder & CEO	Stillwaters Harvest Consulting
Kirsten Hund	Blair	Co-founder and CEO	Lambent Data
Kathie C.	Brady	President & CEO	FITCI
Peter	Buchanan	Managing Director	NewPlan, LLC
Dexter	Carr	CEO and Co-Founder	Game4Good
Linda	Cassell	Senior Advisor	Melwood
Dr Shailesh	Chavan	Managing Partner	Transatlantic Life Sciences Ventures
Sebright	Chen	Chairman and CEO	Summer Atlantic Capital
Jeff	Cherry	Managing General Partner	Conscious Venture Funds
Elizabeth	Cho-Fertikh	Managing Partner	MEDA Ventures
Matthew	Cimino	Senior Manager	Maryland Dept of Commerce
Sara	Clasper	Associate Attorney	NEXT Powered by Shulman Rogers
Orin	Clay	Managing Principal	JBOR GROUP CAPITAL
Chris	College	Managing Partner	TCP Venture Capital
Victoria	Collins	Co-Founder	Buzzy Rocket
Ed	Connors	CEO	Heudia Health
Sue	Coots	Financial Service Professional	New York Life
Tasha	Cornish	Executive Director	Cybersecurity Assoc., Inc.
Marjie	Cota	Dir. Entrepreneurial Svcs	UMBC
Matt	D'Antuono	Founder & Chief of Staff	Stillwaters Harvest Consulting
George	Davis	Fund Manager	Wexford
Brian	DeMuth	General Partner	Riphean Investments
Joseph	Diaz	Senior Advisor	Melwood
John	Dierkes	Managing Director	Pickwick Capital
Jon	Dinkins	CEO	Glass Jacobson Wealth Advisors
Rich	DiPippo	Partner	NFP
Laurel	Djoukeng	Founder and CEO	Sparc
Lisa	Dorsey	Director	Terra Nova Capital
Shayla	Ellington		Johns Hopkins University
Mark	Esposito	Business Development	EY
Azin	Etemadimanesh	CEO	Dione.Health
Erin	Evke	Founder	BioEvanescence
Chris	Ewing	Founder and President	Rev&
Herb	Ezrin	President	Potomac Business Group
Branda	Fan	CEO	NOWY
Luis	Fiallo	Investor	Fiallo & Associates
Keith	Fisher	Managing Director	G-Squared Partners, LLC
Chris	Galloway	Advisor	Tigress Financial Partners
Judson	Garrett	Ctr. for Innovative Leadership	JHU Carey Business School

Julie	Garrett	EVP	MediMergent, LLC
Bruce	Garrett	COO	MediMergent, LLC
Jason	Gayl	Managing Director	Nuevco
Derese	Getnet	CEO	Simmbion
James	Gibbons	Founder	Alpha Pointe Capital
Brad	Gillenwater	Life Sciences Manager	Maryland Dept of Commerce
Lei	Gong	Event Assistant	CONNECTpreneur
Lilly	Gong	Advisor	Glass Jacobson Wealth Advisors
Carl	Gupton	CEO	Greenswell Growers
Jack	Hanson	Partner	Pax Momentum
Jeff	Harvey	Advisor	Theradaptive
Larkin	Helman	Event Assistant	CONNECTpreneur
Deborah	Hemingway	Managing Partner	Ephora Capital
Doug	Hill	COO	RosettaHealth
Lewis	Hoffman	Adviser	The Pinea Group
Mia	Horm	Founder	Creative Analytics / IntellectoApp
Helene	Huang	Senior Research Associate	Centre for Trustworthy Technology
Bianca	Jackson	Founder	BrickRose Exchange
Svetlana	Janco	Client Strategist	BNY Wealth
Tisha	Jepson	CEO	True Bearing Diagnostics
Andrew	Jiraneck	Founder	Efficiency Sentinel, Inc.
Andres	Jordan	Chief Product Officer	Factor6 Innovations
Marcel	Kaminstein	Partner	Kamenstein Family Office
Alexis	Kartalian	Program Coordinator	Halcyon
Neal	Koller	CEO	Alphyn Biologics
Bonnie	Koo	Event Assistant	CONNECTpreneur
Philip	Koontz	Account Executive	AWS
Steve	Kubisen	President	Innocomm
Vijay	Lakshman	Founder	Andrometa
Sean	Lam	Managing Partner	Cross Border Ventures
Nina	Lamba	Director	Harbor Launch
Leo	Lau	COO	Nowy
Robb	Lawrence	EIR	UMB
Ines	Lebow	CEO	Enterprise Transformation Solutions
Matthew	Lee	Founder/President & CEO	Fastech
Qingyi	Li	Event Assistant	CONNECTpreneur
Jim	Liew	President	SoKat
Brock	Lindsay	CEO	ICaPath
Nao	Liu	CEO	NanoBioFAB
Arion	Long	Founder and CEO	Femly
Jet	Lu	Customer Solutions	Amazon Web Services
Bei	Ma	CEO	The Pinea Group
Sarah	Malinowski	CEO and Founder	Seamless Transition
Karina	Mandel	Business Attraction	Baltimore Development Corporation
Manish	Maurya	Event Assistant	CONNECTpreneur
Tim	McDonald	Partner	Guidon
Kyler	Mcgillis	Event Assistant	CONNECTpreneur
Brian	Meritt	Managing Director	Global Deployment Partners
Greg	Merril	Managing General Partner	Velocity Biofund
Jomy	Methipara	Partner	Dickinson Wright
Thiago	Millen	Associate Director	R&D
Len	Miller	CEO	Len Miller & Assoc.
Anthony	Millin	Founder & Chair	NEXT, powered by Shulman Rogers
Jack	Miner	Chief Investment Officer	TEDCO
John	Moscarella	President	CleanTech Advisors, LLC
Pradeep	Nagachandran	CEO	Suvarna Partners LLC
Charlie	Nahabedian	CEO	VK Digital Health
Roger	Nakazawa	Managing Partner	Olympia Holdings
Silvana	Nani	CEO	Korabi Consulting
Laura	Neuman	Venture Partner	NextGen Ventures
Michelle	Nguyen	CEO	Timely Partner
Ashton	Nicolas	Asst Dir., Event Planning	Johns Hopkins Carey Business School
Todd	Norris	Senior Advisor	Glass Jacobson Wealth Advisors
Craig	Oldham	Managing Partner	Mahdlo Executive Advisors
Stanford	Oliver	President/CEO	Digiflight, Inc. & Camelot Secure
Alexandria	Oliver	Director, Talent Acquisition	Digiflight, Inc
Jeanette	Ortegon	CEO	WaverlyTechnology LLC
Kobby	Osei-Kusi	CEO	Pirl
Victoria	Owings	Corp & Strategic Partnerships	JHU Carey Business School
Andrea	Pais	CEO	Novel Microdevices
Jean-Luc	Park	Sr. Dir, Social Impact Funds	TEDCO
Jay	Patel		JHU Carey Business School
Kayla	Pindell	Staff	JHU Carey Business School
Dovid	Price	Senior Advisor	Glass Jacobson Wealth Advisors
Pramod	Raheja	CEO	Airgility, Inc.
Walt	Rampata	COO	Vannadium
Kieffer	Rittenhouse	Partner	Integrated Insurance Solutions
Hannah	Romick	CEO	Conscient Strategies
Chris	Ross	Managing Director	Truist Bank
Liz	Ross	Senior Account Executive	Midpoint
Paul	Ruppert	President	Global Point View
Richard	Scherer	Product Manager & Investor Relations	20/20 Gene Systems
Candy	Schibli	CEO and Founder	Southeastern Roastery
Kelly	Schulz	CEO	Maryland Tech Council
Ryan	Sears	Founder	FounderTrac
Cindy	Shao	CEO	Asian American Chamber of Comm.
Scott	Shepherd	Innovation Activation Manager	Johnson & Johnson

Pat	Sheridan	CEO	Modus Create
Edward	Siraya	Executive Director	Home Helpers Home Care
Mike	Smith	CEO / Private Investor	MSBD
Sid	Smith	Co-Founding GP	Non Sibi Ventures
William	Smith	CEO	Functional Longevity Labs
Terry	Song	Chief Engineer	Chivalry Technologies LLC
Chris	Steele	Chief Strategy Officer	MTEC
Troy	Stovall	CEO	TEDCO
Arthur	Summerville	Chief Growth Officer	OASIS Energy Partners
Deanna	Susser	CEO	Flowgenius
Venkat	Tadakamalla	President	ITSYS Inc.
Denise	Tayloe	CEO	PRIVO
Ben	Teicher	Founder	Cedarbrook Advisory
Danielle	Toussaint	Founder & CEO	Purple Haus
Alex	Triantis	Dean	Johns Hopkins Carey Business School
Stefanie	Trop	Office of Life Sciences	MD Department of Commerce
Carol	Van Cleef	CEO	Luminous Group
Eric	Van Gieson	CEO	Epoch Epigenetics
James	Walters	Business Development	Southeastern Roastery
Jun	Wang	CEO	Phycin
Barry	Weinbaum	Financial Services Professional	New York Life
Robert	Weissman	President	Suvarna Partners LLC
Xinyu	Wen	Event Assistant	CONNECTpreneur
Matt	Whitaker	Managing Director	Quantive Advisors
Laurie	Wiggins	CEO	Byond
Roger	Williams	Office of Student Diversity	JHU Carey Business School
Stephen	Xue	General Manager	Chipscreen Biosciences
Steve	Yannaras	Medical Advisor	Novel Microdevices
Michael	Yukas	Financial Services Professional	New York Life
Juliet	Zon	Event Assistant	CONNECTpreneur
Karen	Zuccardi	Mgr, Northern Region	TEDCO



# Thank you to our Partners



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TEDCO  
LEADING INNOVATION TO MARKET

MARYLAND  
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BUZZY  
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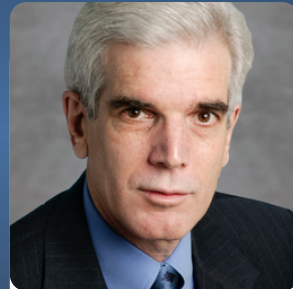
# Thank You to our Host Committee



**Matthew Lee**  
Fastech



**John Dierkes**  
Pickwick Capital



**Brian Meritt**  
Global Deployment  
Partners



**Laura Neuman**  
NextGen Venture  
Partners



**Karina Mandel**  
Baltimore Development  
Corporation



**Chris Ross**  
Truist Bank



**Jeff Cherry**  
Conscious Venture  
Partners



**Marco Avila**  
WSP



**Tasha Cornish**  
Cybersecurity  
Association of Maryland



**Jim Gibbons**  
Alpha Pointe Capital



**Len Miller**  
Leonard J. Miller &  
Associates

# Big Idea CONNECTpreneur

**REGISTER FOR OUR  
NEXT VIRTUAL EVENT!**

October 31



**REGISTER FOR OUR  
UPCOMING VIRTUAL  
EVENT!**

November 21



**REGISTER FOR OUR  
UPCOMING VIRTUAL  
EVENT!**

December 19



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





VIRTUAL AND IN-PERSON

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Forums

Post-event recap to  
**206k business  
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**Tien Wong**  
CEO  
twong@opus8.com

**Skylar Rallison**  
Community Manager  
srallison@opus8.com

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Launch new products into the hands of your customers and change the way your company builds software. We provide full stack, full lifecycle teams to help you hit your goals.

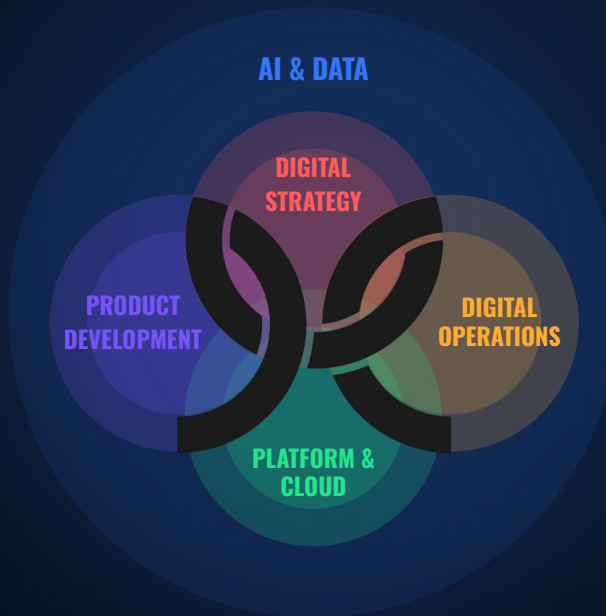
## END-TO-END PRACTICES • STRATEGIC SUPPORT

### PRODUCT DEVELOPMENT

- + Application Development
- + Application Modernization
- + Team/Staff Augmentation
- + UX/UI/Product Design
- + Smart Contract Verification
- + Language & Compiler R&D
- + Intelligent Applications
- + Product Strategy
- + AI Intelligent Apps

### PLATFORM & CLOUD

- + Cloud and Infrastructure
- + Enterprise Architecture
- + PlatformOps
- + Developer Tooling and Experience
- + Security Operations
- + TestOps
- + Builds at Scale
- + Regulated Platform Development










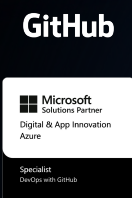


### DIGITAL STRATEGY

- + M&A Assessment
- + AI Strategy Roadmap
- + Customer Experience Strategy
- + Product Portfolio Review
- + Business Case Definition & Rapid Prototyping
- + Product Management Maturity
- + AI Experiment Design
- + Data Architecture
- + AI & Data Readiness

### DIGITAL OPERATIONS

- + DevEx Transformation
- + Enterprise Service Management
- + Product, Project & Developer Tooling

## PARTNERSHIPS ACROSS THE SDLC

<p><b>Plan</b></p> <p>Product Management</p> 	<p>Collaboration</p> 	<p>Software Lifecycle Management</p> 	<p>Product Analytics &amp; Growth</p> 		
<p><b>Deliver</b></p> <p>Product Design</p> 	<p>App Development</p> 	<p>Scalable Builds</p> 	<p>Developer Workflow</p> 	<p>Cloud Services</p> 	<p>Security</p> 

# CONNECT with us!

