

**Big Idea**  
**CONNECTpreneur**

# HOLIDAY NETWORKING & PITCH EXTRAVAGANZA

DECEMBER 16, 2024

5 - 9 PM



**VALO PARK CONFERENCE CENTER**  
TYSONS CORNER, VA

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



# Agenda

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

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

TIEN WONG, CEO, Opus8; Founder, Big Idea CONNECTpreneur Forum

RAE STOTT, CEO, Refraction

ANNA NISSINEN, Senior Vice President, FCEDA

JENNIFER TAYLOR, CEO, Northern Virginia Technology Council

JARED SLOANE, Vice President, Membership, NVC

**6:45 - 6:50 pm - VIPC and Virginia Venture Partners Update**

TOM WEITHMAN, VIPC CIO & Managing Director, Virginia Venture Partners

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

Promising Early Stage Companies will be introduced by:

WILL CHOI, Assurance Partner, Forvis Mazars

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

## PRESENTING COMPANIES

**CarrTech** - Sue Carr

**Everix Optical Filters** - Hooman Banaei

**Rally Point** - Dave Gowel

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

**IMEROPEX, Inc** - Jim Dear

**Mach32** - Kelly Mottet

**NeuroEM** - Chuck Papageorgiou

**Ovala, Inc.** - Steve Bollinger

**Peak 15 Capital** - John Azar

**Sitata** - Layla Atya

**Traderverse** - Mike Herman

**Tympanogen** - Elaine Horn-Ranney

**7:50 - 9:00 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.



## **RAE STOTT, CO-FOUNDER AND CEO, REFRACTION**

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

Her career began in Australia, where she first built a community and founded a charity to address gaps in the social services ecosystem. She then helped deploy this formula against the failings in disaster response efforts, before turning her attention to technology companies. Her subsequent position as Director of Culture at GoCanvas, helped her prove the hypothesis that culture and community were as valuable in business as they are in addressing social issues. As CEO at Refraction, Rae has returned to the organization she cofounded over a decade ago to understand how community and culture support the startup ecosystem and economy in post-COVID world. A challenge she relishes.



## **ANNA NISSINEN, SENIOR VICE PRESIDENT, FCEDA**

Anna Nissinen is the Senior Vice President of the Fairfax County (Va.) Economic Development Authority (FCEDA). Ms. Nissinen is responsible for growing the commercial tax base of the largest economy in the Commonwealth of Virginia (GDP of \$137B) to support an unparalleled quality of life for a thriving community of 1.1+ million residents at the doorsteps of the U.S. capital Washington, D.C.

At the FCEDA, Ms. Nissinen oversees the attraction and retention of domestic and foreign business investment working with an ecosystem of more than 47,000 companies of which more than 10,000 are in the technology sector. This work includes the oversight of FCEDA's global operations spanning from the U.S. East Coast to the West Coast, and from Europe to United Kingdom, Korea, and India. Ms. Nissinen also leads a team that has secured approximately \$2.5 billion in earned media value through placements in top-tier national and international media including the Wall Street Journal, Forbes, New York Times, MarketWatch, Bloomberg, Financial Times, Handelsblatt, and more.



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

Jennifer Taylor serves as the President and CEO of the Northern Virginia Technology Council (NVTC), a leading trade association representing the National Capital Region's expansive tech community. With a membership of 500 organizations spanning various tech sectors, service providers, academic institutions, and nonprofits, NVTC has thrived under Taylor's leadership since 1991. Jennifer has significantly increased membership, engaged over 15,000 tech professionals through events, and implemented a five-year strategic plan impacting over 20 key performance indicators. Prior to NVTC, she played a crucial role at the Consumer Technology Association (CTA) as VP of Industry Affairs, launching initiatives focused on closing the skills gap and promoting diversity in the tech sector. Jennifer's extensive career also includes leadership roles at AARP, where she developed a smart tablet for seniors, and various positions at the American Red Cross, RTCRM, and KSK Communications.



### **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.



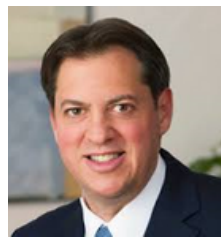
### **PAT SHERIDAN, CO-FOUNDER & MANAGING PARTNER, MODUS CREATE**

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.



### **WILL CHOI, ASSURANCE & ADVISORY PARTNER, FORVIS**

Will has more than 25 years of experience in public accounting in auditing both public and privately held companies in various industries. He has extensive experience in auditing SEC accelerated filers subject to internal control (ICFR) audits and multi-national audit clients with foreign operations. He also has extensive experience in leading technical accounting advisory engagements in the areas of mergers and acquisitions, IPOs including de-SPAC transactions, IFRS to US GAAP conversion projects, ASC 606, Revenue recognition implementation, ASC 842, Leases adoption and implementation and accounting for complex debt and equity instruments. Prior to joining Forvis, Will was an audit partner in another international accounting firm's audit practice. Will also worked in the Division of Corporation Finance at the U.S. Securities & Exchange Commission (SEC) between 2002 and 2007. As an Accounting Branch Chief at the SEC, Will's primary responsibilities included overseeing the review of financial statements and disclosures of both domestic and foreign registrants in registration statements, proxy's and annual reports.



### **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.



# EXECUTIVE SUMMARY

**Business Description:** CarrTech Corp believes that it has developed a safer, quicker, more efficient way to prepare injectable medication packaged in glass ampoules.

**Customer Problem:** Research indicates that the current method for preparing injectable medications can lead to life-threatening glass shard medication contamination for a patient and presents increased preparation time and a high risk of needle stick injury for the healthcare provider.

**Solution:** CarrTech has developed **FROG** (Filter Removal of Glass), an all-in-one filter device. CarrTech believes that FROG will reduce the time needed for medication preparation and administration, increase filtering compliance, and ensure patient and healthcare worker safety. **FROG** is a combined, all-in-one filter and single hypodermic needle, aiming to simplify the medication preparation process and greatly reduce the possibility of needle stick injuries.

**Target Market:** The filter needle market is valued at \$500 million in the U.S. and over \$1.6 billion globally. CarrTech projects that its first target market will be U.S. hospitals and healthcare institutions, followed by Europe, surgical centers, ambulatory care centers, compounding pharmacies, the Department of Defense, dentists, veterinarians, and home infusion companies which are additional markets.<sup>1</sup>

#### Team:

**Founder, President, and CEO Sue Carr RPh** Developed **FROG**® following years of personal experience preparing intravenous medications.

**Strategic Advisor Dr. Eric Edwards** CEO of Phlow Pharmaceuticals, CEO Medphlow, former CEO of Kaleo. Offers extensive experience in medical device startups.

**CFO John Brzezinski** Deep expertise in tax and accounting and is experienced with early-stage medical device companies.

**Vice President John Nazzaro RPh** Extensive pharmaceutical hospital experience.

**Secretary Terri Lopatka RPh** Extensive pharmaceutical hospital experience.

**Maria Schulz R&D Specialist** Background in science and research and extensive experience filtering ampoule-based medications.

**Richard Huguen Business Advisor** Assists with CarrTech's strategy for **FROG** development.

**Competitors/Competitive Advantage:** **FROG** competitors include Becton Dickinson, B-Braun, and Cardinal Health.

**IP:** CarrTech has a valid trademark, three U.S. patents, a U.S. PCT, and one Canadian patent protecting **FROG**, the only all-in-one needle and package filter device in the marketplace.

**Operational Model:** CarrTech submitted for FDA 510(k) Class II approval in Q3 of 2024 and is collaborating with Gilero, an experienced medical device design company, to streamline the approval process. Following FDA approval, CarrTech intends to outsource the production of **FROG**. CarrTech will retain control of quality assurance, product development, sales, and customer engagement. CarrTech intends for a full-market release Q4 of 2025.

**Use of Funds:** CarrTech is seeking \$1,000,000 in bridge financing through FDA 510K submission. Additional development plans include an inner blunt needle, a smaller needle for direct patient injection, and the addition of a safety feature.

#### Contact Information:

Sue E. Carr  
321 Ballenger Center Dr.  
Ste. 125  
Frederick, MD 21703  
Suecarr@carrtechcorp.com  
301-694-2999 ext. 5005  
<http://www.carrtechcorp.com>

#### Industry:

Medical Device for Healthcare

#### Development Stage:

TRL 7. 3 U.S. Patents, 1  
Canadian patent, U.S. PCT.  
Prototypes built and tested.  
Anticipate FDA Approval Q2,  
2025.

#### Year Founded:

Founded March 2012  
Incorporated Dec. 2021

#### No. of Employees:

2 full-time employees

#### Funding opportunity:

Seeking \$1,000,000

#### Use of funds:

510K submission.

#### Current Monthly Burn Rate:

\$30,000

#### Current Monthly Revenue:

0

#### Total Investment Capital

#### Raised:

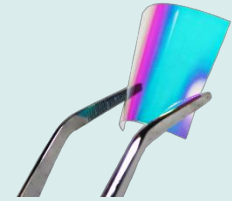
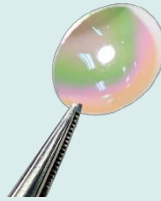
\$2,600,000

#### Valuation: \$7.2 million

<sup>1</sup> Needles Market—Global Forecast to 2027," <https://www.grandviewresearch.com/industry-analysis/filter-needles-market> MarketsandMarkets, November 2022)

## Company Name: Everix Inc.

City, State: Orlando, FL  
 Phone: (407) 923 - 3260  
 Website: www.everixopticalfilters.com  
 Presenter: Hooman Banaei, PhD.  
 Email: hooman@everix.co  
 #Of Employees: ~20 FTE



**Everix enables mass deployment of compact personal health and technology devices with features that were not affordable in the past.** We turn inexpensive polymer into a nanomaterial (**optical filter**) that is worth **20x the value of GOLD by weight**. We make it **10x-100x more cost efficiently, 70x more energy efficiently, and 20x more compact** than our competition. With **37 patents** and a full manufacturing operation, we are serving top-tier **Fortune 50 customers** in markets such as medical devices, consumer electronics or industrial sensing.

### Problems

1- Filter size limits product miniaturization and sensor sensitivity; 2- Rigid form-factor; 3-Insufficient economies of scale for mass markets. Current manufacturing technologies have hit an innovation plateau despite many unmet needs.

### Technology & Products

**Technology:** To meet the need for lower-cost, high-volume optical filters, we have developed a process that replaces traditionally expensive vacuum deposition with a much less expensive thermal drawing tower. Like the process for drawing glass optical fibers from cylindrical preforms, we create planar preforms and draw the layers to sub-wavelength thicknesses needed to create any desired interference filtering effect.

**Product Lines (filters):** Notch, Bandpass, Dichroic, Edge, Absorptive, Hybrid. Products currently sold via distributors or directly to customers.

### Unique Value Proposition

Device miniaturization (e.g., smart watches); New form factors (e.g., ingestible sensing capsules); Enabling price-elastic markets (e.g., home-based personal infection/cancer testers); Short lead time for high volume (time sensitive consumer electronic product release); Freedom of material choice (to meet application-based requirements).

### Business Model

1- Sales of standard products in beachhead markets directly and through multiple sales channels. (markets: medtech, sensors).  
 2- Sales of customized products to key players in AR/VR. (markets: AR/VR, consumer electronics)  
 3- IP licensing in other markets (markets: eyewear, smart glass, solar control, solar generation, display/cinema).

### Competition

Everix has a unique, patented technology, which fills the gap between:  
 1. Traditional vacuum coating companies, all using patent-expired technologies (Viavi Solutions, Materion, Semrock, Alluxa, Omega, Chroma).  
 2. Multilayer film extrusion industry – primarily for non-filter applications and low-performance filtering (such as display back-reflectors) due to process nature limitations (3M, PeakNano, Toray).

### Investment Opportunity

Current Round: **\$3M bridge to profitability** round. Approx. 50% invested or committed.

### Use of funds

Reaching operational profitability, new hires, strategic IP portfolio expansion, working capital for consistent production of standard products, boosted sales and marketing of standard products into beach head markets, continued IP protection.

### Team

**Hooman Banaei, PhD, CEO/Founder** – Optics PhD. Family manufacturing business with 500 employees.

**Jess Brown, PhD, Sales & Business Development Director** - 20 years in sales and business development in optics and electronics industries.

**Andy Moyle, Director of Operations** - 8 years in manufacturing improvement and management.

**Karolina Wojtas, Director of Strategic Development** - 5 years in VC, 3 years of operational experience in startups, ex-founder.

### Market

TAM: **\$50B+**  
 Beachhead emerging markets: Consumer Medtech (\$1.6B), Consumer Electronics (\$4.3B) IoT and Automotive sensors (LiDAR, etc.) (\$2.5B)  
 Future blue ocean markets: eyewear, smart glass, solar control, solar generation, display/cinema.

### Financials

**Revenue:** 7-figures cumulative revenue from initial product sales and PoC. Fortune 50 paying customers.

### Value Proposition

RallyPoint increases the utilization of well-funded & critical services for the US military and veteran community.

**Company Background:** RallyPoint is the US military / veteran (MilVet) online network with 2M members and 45B data points about this audience. The company recently became profitable with a \$3.3M revenue run rate. We raised a convertible note round led by Dawn Halfaker in March 2024 and our current equity raise is a \$3M round with a \$15M pre money valuation (with \$450K closed and a \$1M commitment from a publicly traded strategic partner).

#### Key Leaders:

**David Gowel** - CEO; West Point and Army Ranger School Graduate with experience as Iraq war combat arms platoon leader; Assistant Professor of Military Leadership at MIT; 3x technology company CEO; published author in social media (*Wiley* '11) and using AI for MilVet suicide prevention (*Psychological Medicine* '24)

**Jon Epstein** - VP, Technology; consultant; 2 exits as founder / executive in adtech / military space

**Jennifer Ranaudo** – CFO; EY; ITT Defense; 20-year Air Force Spouse

**Dr. Ali Vanderveld** – Senior AI Strategist / Consultant with experience as a NASA astrophysicist; AI professional services team lead at AWS; Senior Staff Machine Learning Scientist at Wayfair

#### Products/Services:

With ~45 billion unique data points about MilVets, we offer 1) AI services and 2) advertising products to government customers with an annual addressable budget of ~\$11.4B to increase military readiness and quality of life for MilVets. We have General Services Administration (GSA) and Small Business Innovation Research (SBIR) contract vehicles that permit gov't customers to purchase RallyPoint offerings with little or no further competitive processes.

#### Technologies/Special Know-How:

With 12 years of experience, 45 billion novel data points, a peer-reviewed scientific journal publication about our services, and a strong trademarked brand serving the MilVet community, it is unlikely that another platform will earn the trust with MilVets to surpass our ability to bring efficiency and outcomes to government budgets that support MilVets. One metric of differentiable success we've achieved is the 76 suicide risk interventions we've made using AI with "humans in the loop" as part of an Air Force SBIR contract with Harvard University serving as a subcontractor to RallyPoint.

#### Market:

Our target market includes the Dept. of Veterans Affairs (VA) TAM = \$5.387B, and the Dept of Defense (DOD) TAM = \$5.992B. The FY 25 VA budget is 9.8% above FY24; DOD FY25 budget is 4.1% above FY24.

#### Distribution Channels:

We sell direct to VA & DOD and partner with other gov't contractors for prime and subcontract relationships.

#### Competition:

Although RallyPoint has no direct competitors, our customers' alternative options include civilian focused advertising platforms (e.g. Meta, Google, TikTok, etc.) and AI consultancies (e.g. Booz Allen Hamilton, Deloitte, and other AI service providers) who do not have novel MilVet data sets or the trust of the MilVet community.

#### Financial Projections (Unaudited):

	2022	2023	2024 - proj	2025 - proj	2026 - proj
Revenue	\$4,537,187	\$2,779,640	\$1.6M	\$4.9M	\$7.2M
EBIT	\$100,678	\$(1,487,610)	\$(1.5M)	\$231K	\$700K

#### Quick Facts

**RallyPoint Networks, Inc.**  
("RallyPoint")

**David Gowel (CEO)**

**35 Village Road, Ste 100,  
Middleton, MA 01949  
617-833-2114**

**david.gowel@rallypoint.com  
<https://www.rallypoint.com>**

**Industry:** Government services

**Bank:** Chase

**Law Firm:** Latham and Watkins

**Number of Employees:** 6

**Leadership Team:** 3

**Amount of Financing Sought:**  
**\$3M (\$450K closed)**

**Current Investors:** Double Bottom Line Ventures, Dawn Halfaker, HON Bob McDonald, Esther Dyson, American Public Education, Inc., David Gowel (CEO), and other angel investors.

**Use of Funds:** Productization of repeatable AI services and expanded sales efforts to close and generate new opportunities in our existing \$40M 6-month pipeline.



**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, policymakers, 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. (Supporting data available upon request.)

**The MCED Market is Projected to be +\$2B by 2030:** 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.

### Our Progress:

- #2 MCED Player, revenue doubling every 6 months with 10 consecutive quarters of increasing sales growth
- Over 18,000 tests sold from 2022-2024 to date
- Line-of-sight to profitability
- Growing adoption among employers and consumers
- Additional revenues already coming from SaaS license agreements w/ clinical testing laboratories in Taiwan and Japan

**New Product:** 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.





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

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

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

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

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

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

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

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

**Quick Facts**

**Company Name:**  
IMEROPEX, Inc

**Contact:**  
Jim Dear

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

**Phone:** 571-443-7008

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

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

**Industry:** Crisis Management

**Domain:**  
Virtual Reality/Data Science

**Bank:** Mercury

**Law Firm:** Shulman Rogers/NEXT

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

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

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

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

**Current Investors**  
Microsoft and KiwiTech

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

**Bookkeeper**  
Intuit/QuickBooks

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

**Financial Projections (Unaudited):**

	2024	2025	2026	2027	2028	2029
Revenue (\$000)		937	7,000	17,800	33,600	53,200
EBIT (\$000)	(196)	(4,890)	(3,345)	(2,774)	1,200	7,400



# MACH32

## Revolutionizing Pre-hospital Hemorrhage Management

### Management Team



**Dr. Marc Curial**  
Founder / CEO  
ER Physician



**Kelly Mottet**  
Chief Operating Officer  
3rd Medtech Start-Up

### **Problem:** Too many patients bleed to death before reaching the hospital.

Traumatic injury is responsible for 9% of deaths worldwide; nearly half are due to uncontrolled bleeding. Additionally, 200 women bleed to death daily following childbirth. The #1 thing we can do to save lives following traumatic injury is control bleeding. A generic anti-fibrinolytic agent (Tranexamic Acid; TXA) is clinically proven to significantly reduce mortality due to bleeding but is vastly underutilized because it is difficult to deliver requiring time, medical skill, and an IV.

### **Solution:** IMSAFE, an “EpiPen” for Trauma.

IMSAFE solves the delivery problem. IMSAFE is a novel, high volume autoinjector that delivers TXA intramuscularly into the thigh. It is faster and easier than establishing an IV, no medical training required and therapeutic in <1 min.

### **Market:** \$4B Total Addressable US Market.

Looking only at professional use in the US market alone, the TAM is >\$4B. This market is driven by > 9 Million EMS calls annually for traumatic injury every year in the US and > 1.4M US active duty military personnel. Following first responder adoption, MACH32 will move into the civilian / lay person market, which is orders of magnitude larger.

### **Competitive Advantage:** Faster and Easier to Use.

IMSAFE competes against the current standard of care (IV delivery of TXA). IMSAFE is faster and easier to use, allowing users without medical training to deliver life-saving medication. There are no commercially available high-volume autoinjectors for intramuscular drug delivery. IP strategy focuses on three prongs; our novel device, a novel drug formulation, and the advantageous pharmacokinetic profile this combination yields.

Financing	Closed	Funds Raised	Milestones Achieved
Friends & Family	2021	\$550,000 CDN SAFE	Hired COO, Functional Prototype development and testing, 2 Provisional patents filed
Pre-Seed	2023	\$1,615,000 CDN SAFE	Hired Product Development Manager, fractional CFO 3rd Party Market Assessment, Health Economic Assessment, Regulatory Strategy Development, Proof-of Concept Preclinical Studies. FDA Pre-IND Meeting, Preliminary TXA formulation Work
Current Opportunity	2024 Q3	\$500,000 USD SAFE or Convertible Note	TXA Formulation Development and Testing (including PK profile), Continued Product Development, UK Usability Study, Additional patent on TXA formulation filed, 2nd Pre-IND Meeting with FDA
Upcoming Seed Round	2025	\$5 M USD - Priced Equity Round	Establish TXA GMP Manufacturing Line, Design Freeze on AI platform, IP issued, Complete Pre-Clinical Toxicology studies required for regulatory approval

### Traction & Go-To-Market

Military funded preclinical studies leading to accelerated development and adoption. The first adopters of IMSAFE will be the military. Pre-clinical testing has been fully funded by MACH32’s Canadian military partner, indicating the interest in IMSAFE. Equipping only US military medics with 2 units = >\$20M USD in revenue.

### Market Activity & Exit

Strategic acquisition or licensing prior to full regulatory approval. High potential for early licensing and/or acquisition by TXA manufacturers. Comparable deal: Acquisition of similar generic drug-device combination product with a new route of administration, Staccato in 2019 for \$125M upfront + \$145M in milestone based payments. Acquired at stage 2 clinical trials.

**Contact:** [mcurial@mach32.net](mailto:mcurial@mach32.net)

[www.mach32.net](http://www.mach32.net)



NeuroEM's first-of-its-kind device offers a safe, effective, and non-invasive approach to treating neurodegenerative diseases, including Alzheimer's, and protecting brain health throughout the aging process.

www.NeuroEM.com

### Alzheimer's is among the costliest conditions to society

- Worldwide, **55M people** are living with Alzheimer's.
- Nearly **7M Americans** have Alzheimer's. **500,000 more** are diagnosed each year.
- Medicare spends 3 times more** for beneficiaries with Alzheimer's.

### NeuroEM will be a disruptive force in the Alzheimer's therapeutics market

There is no cure and treatment options are ineffective and difficult for patients and cost thousands of dollars per year.

- 5 of the 8 FDA-approved drugs do not affect the underlying brain changes that cause symptoms. **None are right for all patients.**
- Ongoing research exploring potential pharma options **remains uncertain.**

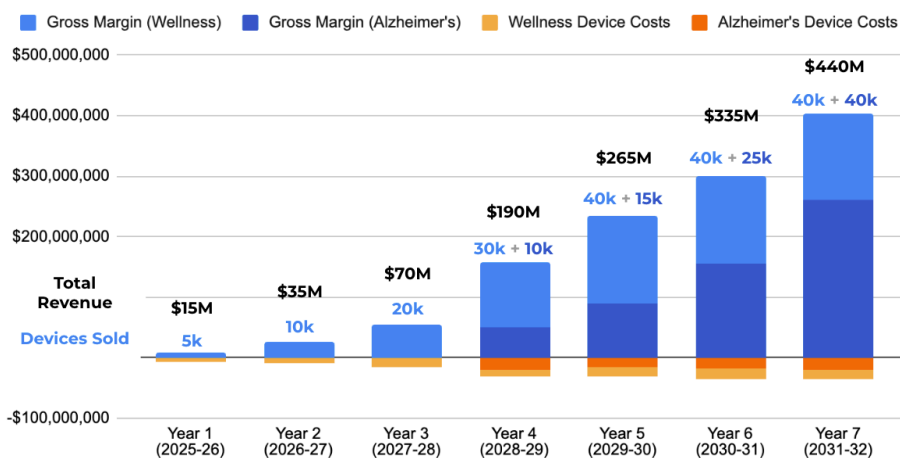
### Human clinical studies showed cognitive stabilization or improvement in 7 of 8 AD sufferers within 2 months

Our Transcranial Electro-Magnetic Treatment using Radio Frequencies (TEMT-RF) alters three key factors at the root of cognitive decline:

- Detoxify the brain by disaggregating toxic Aβ and p-tau proteins
- Rebalance cytokines, indicating a reduction of inflammation in the brain and body
- Increase ATP—the source of energy for use and storage at the cellular level

### Capital investment to date: \$7M+

#### Target Milestones



#### Investment Opportunity

NeuroEM is raising two rounds over the next two years:

- \$5M Seed Preferred today** to prepare the final product for launch; Target pre-money valuation: \$15M
- \$5-10M Series A Preferred in 2025** to launch the wellness product; Target pre-money valuation: \$30-45M

### GLOBAL MARKET

#### ALZHEIMER'S THERAPEUTICS

**\$4.05B**  
IN 2022

**\$30.8B**  
IN 2033

#### DIGITAL BRAIN HEALTH

**\$200B**  
IN 2022

**\$413B**  
IN 2032

#### NOOTROPICS / SUPPLEMENTS

**\$6.6B**  
IN 2022

**\$11.4B**  
IN 2031

### FROM RESEARCH TO COMMERCIALIZATION:

NeuroEM is transforming groundbreaking research into a commercially viable reality.

#### 10+ Years of University Research

2 NIH Grants + More in progress

Patent portfolio includes **9 issued US patents** and **10 pending patent applications globally**

First to receive **FDA Breakthrough Device** status for the treatment of Alzheimer's

A **proven leadership team** and **medical advisory board** – all with a scientific or technology background, startup experience, and commercial expertise.

Startup Health **Alzheimer's Moonshot Community** Member



#### Contact

Chuck Papageorgiou, CEO  
Chuck@NeuroEM.com  
+1-727-252-6120



## Opportunity Overview

### Transaction Overview

#### Business Description:

Innovative women's health products company; OTC product portfolio focuses on women's Stress Urinary Incontinence (SUI) or Light Bladder Leaks (LBL)

#### Transaction:

Convertible Notes (25% discount) for early participants to Series B Investment \$10M

#### Market:

Hungry for an Over-the-Counter Solution to Women's health issue of bladder Leaks, 18M Women in US alone

### Contact Information

Interested parties are encouraged to direct all communication with:

#### Steve Bollinger

#### President and CEO

sbollinger@userevive.com

+1 (724) 241.8937

+1(508) 942-6396



Ovala, Inc. (the "Company" or "Ovala") is seeking investment partner for its over-the-counter ("OTC") stress urinary incontinence ("SUI") product, Revive<sup>®</sup>.

The Company was incorporated in 2019 in Pittsburgh, PA. Our focus, in this everchanging environment of healthcare has been to empower women to take back their healthcare through innovation. We have taken the next step by developing a medically proven technologies/approach in Women's health, that was once only available under a physician's care/Rx, through innovation, taking it directly to the end user.

Revive, is an Over the Counter, monthly kit that stops leakage for women from the inside out. It is a novel disposable urethral support(pessary) that comfortably and consistently counters the problem of SUI for women with best-in-class performance, comfort, and affordability. FDA clearance in 25 Jan 2019. The product entered the market Q4:2019. The Company desires an investor to help maximize value, exploit this growing area in women's health, and provide women with a discrete, non-surgical solution to bladder leakage/SUI. Strategic buyers are already aware and interested in next steps.

## Opportunity Highlights

### Market Size and Opportunity

- SUI – Urinary leaks when coughing, laughing or exercising – is the most prevalent form of incontinence among women, affecting ~18m adult women in the U.S.
- 1 in 4 women over the age of 18 experience episodes of involuntary urine leakage; 2 in 3 women who experience loss of bladder control do not currently use any treatment or product
- U.S. OTC vaginal pessary market, the initial market for Revive<sup>®</sup>, is ~\$200m+

### Revive<sup>®</sup> Differentiation

- **New Product Category in Incontinence**, current OTC solutions to SUI include absorbent pads and liner
- According to customer reviews, The Revive product is changing women's lives. As a "one size fits most," tampon-like device, Revive is a familiar and comfortable solution to those fundamental issues
- Pads and liners simply mask the effects of incontinence through absorption, while Revive treats the issue at its root cause and eliminates women's concerns about odor and discomfort
- Revive can transform how women manage SUI and impact both physiological and psychological
- **Healthcare providers also have CPT or reimbursement codes** for the product to benefit both the user and the healthcare provider
- Need technology, not a want. **Once you are a user, you will purchase monthly for many years, long term repeat use product.**

### Proven Clinical Results

- The Revive pivotal U.S. study shows very positive consumer reaction and overall excitement
- Study results from the five clinics show a statistically significant improvement in quality of life, as well as a reduction in the number of episodes and overall leakage
- Equally significant, Revive addresses the current market's gap by providing a comfortable and easy to use device
  - 93% reported extreme ease of use
  - 92% reported that the device was a good fit upon first use
  - 75% achieved dry results
- **Authorization to Market with 510(k) for OTC distribution: 25 Jan 2019 (K183468)**
- Number 1 recommended product by Pelvic Floor Physical Therapist for SUI

### Market Plan and Launch

- Initial launch into US commence [www.Amazon.com](http://www.Amazon.com), [www.Walmart.com](http://www.Walmart.com) etc...; the product has been introduced with very positive acceptance – retailers asking for exclusivity
- **In revenue ~\$700k 2024**
- **Capital to Launch in US Retail, Healthcare Providers, and expand internationally**

### Growth Platform

- This product comfortably and privately addresses a problem that is currently undertreated
- As more women feel comfortable seeking help for SUI, the consumer base grows
- Additional innovative line extensions can expand customer base and market size for Revive



# GENERAL PARTNER RETURNS

# LIMITED PARTNER EASE



## An Exclusive CRE Fund for Alpha-Driven Returns and Strategic Tax Benefits

For attendees of CONNECTPreneur conference we are waiving our regular minimum and offering a \$100,000 minimum investment entry

Minimum Investment Requirement: \$250K

Average projected returns: 25%-35% IRR

Average projected cash on cash: 8-12%

Asset Type: Diversified CRE Holdings (Multifamily, Development, Car Wash, Land, Industrial)

Average hold time: 3-5 Years

Tax benefits: YES Depreciation passthrough

Distributions intervals: Quarterly

# CURRENT FUND HOLDINGS

**MULTIFAMILY DEVELOPMENT**  
CLASS A | 240 UNITS | MESQUITE, TX



15-20 Minute commute to downtown Dallas  
Expected returns: 25% IRR/ 40%+ IRR  
Expected holding timeline: approximately 4 years until liquidity/sale event on the ground up development

**AQUA SHINE CAR WASH PORTFOLIO**  
SOUTH CAROLINA | GEORGIA | FLORIDA



Expected Returns: 20% - 25% IRR  
Expected Holding Timeline: Approximately 5 Years  
Expected Cash Flow :15%

**COPA PARQUE APARTMENTS**  
CLASS C | 108 UNITS | ATLANTA, GA



Expected Returns: 20% - 28% IRR  
Expected Holding Timeline: 3 - 5 Years  
Expected Cash Flow: 7 - 9%

# EXECUTIVE SUMMARY



## Company Overview

Sitata is the world's first **TravelRiskTech** platform, combining **real-time threat intelligence**, **proactive safety** features, and **comprehensive insurance solutions** to redefine global travel risk management. With advanced AI-powered monitoring, Sitata delivers hyper-local alerts, geofencing, and actionable guidance to ensure safety for individuals, families, and organizations navigating volatile regions. Sitata's dual-defense approach—proactive risk management and tailored insurance offerings—sets a new standard for travel safety.

## Market Opportunity

The global travel risk management and insurance market represents a \$275 billion total addressable market (TAM). Key segments include:

- Corporate Travel Risk Management: \$52.4B by 2031.
- Leisure Travel Insurance: \$47.1B by 2032.
- Kidnap & Ransom Insurance: \$320M by 2026.
- Political Violence Insurance: \$4.68B by 2026.

Sitata's scalable SaaS platform and integrated insurance solutions position the company to capture significant market share across these high-growth sectors.

## Technology & Current Capabilities

- **AI-Powered Threat Intelligence:** Real-time monitoring of global events, including health risks, natural disasters, and geopolitical instability, with hyper-local alerts tailored to user locations.
- **Proactive Safety Features:** Geofencing, check-ins, and evacuation guidance for travelers in high-risk situations.
- **Comprehensive Insurance Solutions:** Tailored offerings include standard travel insurance, Kidnap & Ransom (K&R), and Political Violence Insurance, all seamlessly integrated into a single platform.
- **Developer-Friendly Integration:** APIs and low-code widgets allow partners like travel agencies, insurers, and corporations to embed Sitata's capabilities directly into their ecosystems.

## Client Focus

Sitata serves diverse customer segments, including:

- **Individuals and Families:** Ensuring peace of mind for leisure travelers with personalized alerts and insurance.
- **Corporations and NGOs:** Enabling Duty of Care compliance with tools to monitor staff safety, mitigate risks, and respond to crises.
- **Travel Agencies and Insurers:** Enhancing product offerings with embedded real-time risk management and seamless insurance solutions.

## Current Traction

- **Proven Success:** Sitata identified the Hamas attack in October 2023 within 30 minutes, guiding 26 foreign nationals to safety, including two NGO workers evacuated to the Egyptian border.
- **Global Reach:** Operating in 15+ languages and 100+ currencies, Sitata's platform is used by individuals, corporations, and travel agencies worldwide.
- **Strategic Partnerships:** Collaborations with Techstars, Barclays, and major insurers to scale capabilities and expand market penetration.

## The Sitata Advantage

Sitata bridges the gap between traditional travel insurance and modern risk management, providing **smarter**, **faster**, and **inclusive** solutions. By integrating cutting-edge technology with tailored insurance, Sitata offers a comprehensive safety net for travelers and organizations, redefining global travel security.

Dear Executive,

In the last seven years, the trading and investing landscape has surged, boasting 742 million investors globally and 300 million engaging in social trading. This growth continues unabated, propelled by a tidal wave of Gen Z and Millennials eager to conquer the markets.

More than 300 million young investors use Twitter, Discord, Telegram, Facebook, or other social platforms to meet, bond, and interact with other investors. However, most social platforms aren't built for investors as they lack education, security, and controls, rendering them unsafe for the masses and leading to dishonest trading practices.

Current social systems are plagued by scammers, fraudsters, and false prophets who impose significant costs and harm on traders globally. Pump-and-dump, Rug Pulls, Ponzi Schemes, and coin scams cost retail investors billions. According to the FTC report, 2.7 billion were lost in social scams in 2022 and 2023 alone.

Traderverse is a Social Finance and AI-driven Education Technology platform transforming how investors discover, engage, learn, and invest more consistently with a dynamic and collaborative approach. Whether investors seek like-minded peers, refine strategies, glean insights from fellow investors, or capitalize on opportunities in emerging markets, Traderverse is the ultimate platform to enrich their investment journey.



### CONTACT INFORMATION

**Sarim Alavi, CEO**  
s.alavi@traderverse.io

### FIND US AT

Parent Company - [traderware.com](https://traderware.com)  
Flagship Product - [traderverse.io](https://traderverse.io)

**Company:** Tympanogen, Inc.

**Industry:** Medical Devices

**Founded:** January 2014

**Location:** Richmond, VA

**Employees:** 6

**Status:** Clinical studies

**Executive Team:**

Elaine Horn-Ranney, PhD  
Co-Founder and CEO  
([elaine@tympanogen.com](mailto:elaine@tympanogen.com))

Liz Doerr, MBA  
Chief Financial Officer

**Professional Team:**

Kaleo Legal  
Corporate & securities

Cooley LLP  
Intellectual property

NAMSA  
Regulatory, clinical, &  
reimbursement

**Clinical Advisors:**

Barry Strasnick, MD, FACS  
Eastern Virginia Medical School

Daniel J. Lee, MD, FACS  
Mass Eye & Ear, Harvard University

**Investment To-Date:** \$3.6 M

**Nondilutive Funding:** \$6.8 M

**Current Activities:**

- Multi-product manufacturing
- Clinical study execution
- FDA submission preparation

**COMPANY DESCRIPTION**

Tympanogen develops ear, nose, and throat (ENT) devices that simplify existing procedures and improve treatment outcomes using our proprietary gel technology. Our lead product, Perf-Fix™ Otologic Gel Patch, is a device for nonsurgical eardrum repair.

**EARDRUM REPAIR TODAY**

Middle ear infection is the most common childhood disease in the world. Over 1,000,000 US patients receive ear tubes annually, and there are about 5,300,000 patients with a chronic eardrum perforation from the ear tube or other trauma. Untreated perforations can result in recurring infection, hearing loss, and significantly decreased quality-of-life. Current surgical repair techniques can cost \$18,000 and take two hours to complete.

**PERF-FIX™ OTOLOGIC GEL PATCH**

Perf-Fix is a light-curable gel patch for repairing eardrum perforations in the clinic. It is a sticky, amorphous material that is applied directly to the eardrum through the ear canal, then spread across the perforation. A proprietary light cures Perf-Fix into a stiff gel patch that acts as a scaffold to allow cells to grow across the perforation, consume the gel patch, and replace it with new eardrum tissue within three weeks. Feasibility testing showed complete regeneration of the native eardrum structure at the same high healing rates seen with traditional surgery.

**TARGET MARKET**

Perf-Fix will target the \$1.7 B market for eardrum repair. The core gel technology can be adapted to other ENT uses, such as otologic adhesives and surgical packing materials, comprising a total market of \$5.4 B in the ENT space. The technology has applications in wound care beyond ENT, further expanding our potential market.

**COMPETITIVE ADVANTAGE**

Surgical eardrum repair employs various materials to fill the perforation permanently or to induce scar tissue formation. However, Perf-Fix is the only material that can be applied in the clinic, without surgery or anesthesia, and fully restore the native tissue. Our product replaces two-hour surgery with a 10-minute procedure, allowing ENT surgeons to see more patients per hour using a safer technique while adhering to value-based healthcare incentives. Perf-Fix has no competitors remaining on the market.

**REGULATORY & REIMBURSEMENT STRATEGY**

Perf-Fix will be submitted for FDA clearance as a de novo application for adult and pediatric indications. An active clinical trial to demonstrate safety and efficacy in adults and children will conclude in May 2025. Perf-Fix fits existing procedural and supply codes for immediate use after FDA clearance. A new billing code for Perf-Fix will be filed after demonstrating post-market efficacy and cost reduction.

**EXIT STRATEGY**

Additional funding of \$5 M will be needed to reach de novo clearance and launch Perf-Fix in 2025, and an exit by acquisition is anticipated by 2027.

**WHITE PAPER:** Rubinstein, et al. *Int J Pediatr Otolaryngol.* 2018; 115: 27-32.

**WEBSITE:** [www.tympanogen.com](http://www.tympanogen.com)



# 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 ECONOMIC DEVELOPMENT AUTHORITY**

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



## **MODUS CREATE @ModusCreate**

Modus Create is a digital transformation consulting firm dedicated to helping clients build competitive advantage through digital innovation. Our global team of strategists, designers, and technologists has helped the world's biggest brands deliver powerful experiences. We specialize in strategic consulting, full lifecycle product development, platform modernization, and digital operations. Our official partners include leading technology companies like Atlassian, AWS, Ionic and GitHub, providing clients unmatched capabilities across the full product development lifecycle.



## **FORVIS MAZARS**

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



## **NEXT powered by SHULMAN ROGERS**

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



### 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).



### 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.



### NORTHERN VIRGINIA TECHNOLOGY COUNCIL

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



### BLU VENTURE INVESTORS

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



### INES LEBOW, FOUNDER AND PRINCIPAL, ENTERPRISE TRANSFORMATION SOLUTIONS @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.



## December 16 Attendees As of 12 16 24

SPEAKERS			
First Name	Last Name	Title	Company
Tien	Wong	Founder and Host	CONNECTpreneur
Anna	Nissinen	Senior Vice President	FCEDA
Jennifer	Taylor	President and CEO	Northern Virginia Technology Council
Tom	Weithman	VIPC Chief Investment Officer and Managing Director	Virginia Venture Partners
Rae	Stott	CEO	Refraction
Will	Choi	Assurance Partner	Forvis Mazars
Anthony	Millin	Founder & Chair	NEXT, powered by Shulman Rogers
Jared	Sloane	VP Membership	NVC

HOST COMMITTEE			
First Name	Last Name	Title	Company
Mike	Smith	CEO	MSBD, Inc.
Erika	Baez-Grimes	Sr. Business Broker	Transworld Business Advisors
Sheila	Dixon	President & CEO	Dulles Regional Chamber of Commerce
Ali	Qureshi	COO	NuAxis Innovations
Evan	Shubin	President	Candlelight Partners
Guc	Ozenci	Managing Partner	Founder Institute
Brittany	Wismer	Vice President	John Marshall Bank
Deborah	Hemingway	Managing Partner	Ecphora Capital
Christopher	Steele	Chief of Strategy	MTEC
Jim	Gibbons	Founder	Alpha Pointe Capital
Marco	Avila	VP/Civil Engineer/Program Manager	WSP
Tasha	Cornish	Executive Director	Cybersecurity Association
Jen	O'Daniel	Senior Director	Virginia Venture Partners

PRESENTERS			
First Name	Last Name	Title	Company
Dr. Sue E.	Carr	President, Founder & CEO	<b>CarrTech</b>
Hooman	Banaei	Founder & CEO	<b>Everix Optical Filters</b>
Dave	Gowel	CEO	<b>RallyPoint</b>
Jonathan	Cohen	President & CEO	<b>20/20 Gene Systems</b>
Jim	Dear	CEO	<b>IMEROPEX, Inc</b>
Kelly	Mottet	COO	<b>MACH32 Inc</b>
Chuck	Papageorgiou	CEO	<b>NeuroEM Therapeutics</b>
Steve	Bollinger	Founder & CEO	<b>Ovala, Inc.</b>
John	Azar	Founder & Managing Partner	<b>Peak 15 Capital</b>
Layla	Atya	Chief Risk Officer	<b>Sitata</b>
Mike	Herman	Director Sales & Community	<b>TRADERVERSE</b>
Elaine	Horn-Ranney, PhD.	CEO	<b>Tympanogen</b>

ATTENDEES			
First Name	Last Name	Title	Company
Jonathan	Aberman	Partner	Venture Bottega
Satya	Akula	Managing Partner	New Angel Capital
Sarim	Alavi	CEO & CTO	Tradenware Inc.
Jay	Aldridge	Founder	Green Bounty CAPS
Ali	Aldubaisi	CEO	Kaiden AI
Irfan	Ali	President & CEO	Lambda OpticalSystems Corp.
Roger	Allenbaugh	Managing Partner	Northharbor Holdings
Ken	Allgood	Founder & CEO	HealthFlow.io
Mack	Anderson	Co-Founder & CEO	ZENJOY
Darren	Andre	CEO & Founder	ACTIVATED
Michael	Armao	Chief Executive Officer	Verstand
Samad	Arouna	Marketing Coordinator	Ryan & Wetmore
Wa'il	Ashshowwaf	CEO and Co-Founder	Unstuck Labs
Joel	Assal	Private Client Advisor	AssuredPartners
Ian	Asvakovith	President & CEO	Piedmont Fund Services
Darrin	Auito	Managing Partner	HEA Law PLLC
Larry	Austin	President	Starwalker
Justin	Aydelotte	CEO	Good Idea Solar
Ron	Baker	Chief Business Officer	20/20 Gene Systems
Mark	Baldino	CEO	FireBot Suppression
Justin	Bard	CEO	JustBard Technologies

Emma	Bates	Founder & CEO	Cachai
Debbie	Bates Schrott	Senior Vice President	Yes&
Fernando	Batista	COO	InnvestUSC
Laura	Beldin	Managing Partner	B&L Wealth Group
Shashi	Bellamkonda	Principal Research Director	Info Tech Research Group
Chris	Berry	CEO	Black Wolf Automotive Specialties
Gustavo	Bessalel	Co-Founder	Compass Pro Bono
Brian	Beveridge	VP - Strategic Business Advisor	Pipitone
Vippy	Bhambra	CEO	Glomo LLC
Randy	Blake	Principal	Duncaster Investments
Dominic	Boles	Managing Member	DH Partners
Jeanie	Boles	Chief Operating Officer	DH Partners
Keri	Bollinger	Founder	Ovala, Inc.
Kyle	Bond	CEO, Co-Founder	Wander Corporation
John	Bracken	Founder and COO	Localvest
Kathie	Brady	President and CEO	FITCI
Ramsey	Brame	COO & Partner	Quadrant Advisory
William	Brucato	CEO and President	Byrne and Bruce, LLC
Tim	Brumbaugh	Co-Founder	Zenjoy
Peter	Buchanan	Managing Partner	NewPlan, LLC
Michael	Burke	Founding Partner	Gravel Road Partners
Sandra	Cai	Founder and CEO	Plurall AI
Sean	Campbell	VC Attorney & Angel Investor	Lowenstein Sandler LLP
Joy	Candelieri	Financial Advisor	Pinnacle Financial Partners
Chris	Cantarella	Managing Partner	Korn Ferry
Paul	Carson	Chief BD Officer	321 Web Marketing
Alex	Chacaltana	Senior Relationship Manager	Sandy Spring Bank
Tonia	Chagnon	Events Director	AEG
Maude	Champagne	Co-Founder	NanoNiFe
Aenoi	Chanthavong	Co-Founder	Waya
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Anshul	Chawla	Director of Corporate Development	Chawla
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Graham	Chen	Senior Consultant	AssuredPartners
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Geoff	Davis	Partner	Context Partners
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Dr. Rich	Staats	Advisor	IMEROPEX
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Tony	Surak	Investor & Advisor	DataTribe
Calvin	Sze	Event Assistant	CONNECTpreneur
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Antonio	Thomas	CEO	
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Alicia	Whitworth	Staff Accountant	Ryan & Wetmore
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Steve	Willard	CEO	ICaPath
Christine	Williamson	Partner	CohnReznick
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Nancy	Wu	VP	iConnections
Stephen	Xue	General Manager	Chipscreen Biosciences
John	Yetman	Co-Founder	AEG
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Susan	Young	Principal	Blue Dog Consulting
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Ling	Zhang	Partner	Forvis Mazars
Carrie	Zhang	CEO	Markeny
Olivia	Zheng	Event Assistant	CONNECTpreneur
Mike	Zheng	CEO	DataNinja AI
Jiming	Zhou	COO	20/20 Gene Systems
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