

**Big Idea**  
**CONNECTpreneur**

**VIRTUAL ROCKET  
PITCH + POWER  
NETWORKING**

**19  
DECEMBER  
11AM - 1PM EST**

**CONNECTPRENEUR.ORG**

# AGENDA

**11:00 - 11:05 AM**

## VIRTUAL NETWORKING

**11:05 - 11:15 AM**

## WELCOME & INTRODUCTIONS

- TIEN WONG, Founder and Host, CONNECTpreneur Community
- SKYLAR RALLISON, Community Manager, CONNECTpreneur
- DAVID FITZPATRICK, VP, Marketing, Modus Create

**11:15 - 12:00 PM**

## ROCKET PITCH SESSION

Companies will be introduced by:

- SARA CLASPER Associate Attorney, NEXT powered by Shulman Rogers

**12:00 - 1:00 PM**

## PRESENTING COMPANY BREAKOUT ROOMS & VIRTUAL NETWORKING

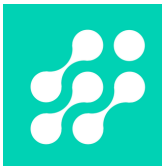
# PRESENTING COMPANIES



**Ansana** - Dominique Surinx



**CarrTech** - Sue Carr



**Dobin** - Khaled Benguerba



**Everix Optical Filters** - Hooman Banaei



**TESS Energy Solutions** - Michael Logan



**Zero Cheating** - Neil Parsont

# SPEAKERS



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

Tien is CEO of Opus8, an investment and advisory firm which helps technology companies and alternative investment fund managers raise capital. He is also Chairman of Lumious, a leader in corporate tech training and learning analytics, as well as Chairman of Lore Systems, a provider of network engineering, cloud computing, and strategic IT consulting.

In 1991, Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition in 2003 by Affiliated Computer Services. CyberRep was one of the largest CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business unit is one of the world's largest call center operations, with nearly \$3 billion in revenue as divisions of Xerox, Conduent, and Continuum. CyberRep was ranked for 4 consecutive years in INC. Magazine's "Inc. 500" as one of the fastest-growing companies in the USA. CyberRep was profitable for 11 straight years and was backed by Allied Capital Corporation.

Tien is a recognized international expert in CRM, direct marketing, and BPO, having presented at dozens of industry events around the world on CRM and BPO topics. He has provided industry commentary on the ABC, Fox, NBC, CNBC, Maryland Public Television, and China's CCTV networks, as well as Time Magazine, The Washington Post, Inc. Magazine, and Success Magazine. He serves on several boards including the Montgomery County (MD) Economic Development Corp., Center for Innovation Technology GAP Fund's Investment Advisory Board, Junior Achievement, and Refraction. He was appointed by Governor Martin O'Malley to the 9-member Maryland Venture Fund Authority which allocates and manages over \$130 million of capital which is invested into top-tier venture funds and startups. He is an Entrepreneur in Residence at Georgetown University's McDonough School of Business, and a graduate of Dartmouth College.



## **SKYLAR RALLISON, COMMUNITY MANAGER, CONNECTPRENEUR**

Skylar Rallison is a dynamic professional who wears multiple hats as the Community Manager for CONNECTpreneur and Business Analyst for Opus8. She graduated from The Marriott School of Business at Brigham Young University with a degree in Entrepreneurial Management. She has many years of experience in Business Management, Social Media Marketing/Management, Data Analytics, Business Leadership, and Project Management. With a diverse skill set and a passion for facilitating connections and driving business growth, Skylar thrives in the intersection of Community Management and Strategic Analysis.

Skylar enjoys her current role at CONNECTpreneur, which hosts the world's largest monthly investor pitch events as well as 1/2-day Forums with upwards of 900 RSVPs, featuring VIP guests, speakers, exciting presenting companies, and the best CXO to CXO networking on the East Coast. Skylar is pivotal in fostering engagement and building relationships within the investor and entrepreneur community. She creates inclusive digital spaces where members can share insights, collaborate on opportunities, and build a supportive network. Her role includes but is not limited to, team management, event coordination, project management, and marketing.

She also enjoys her current role as a business analyst at Opus8. Opus8 assists companies and fund managers (private equity, VC, and hedge funds) raise private capital from family offices, UHNW individuals, and institutions. Skylar leverages her analytical mindset and attention to detail to provide valuable insights for Opus8. Through her meticulous analysis of investment opportunities and industry research, Skylar helps drive informed decision-making, enabling Opus8 to curate high-quality events that bring together investors and promising ventures.

## Value Proposition

By focusing on surgical instrument reprocessing, Ansana provides:

- **Enhanced patient safety:** reduction of instrument-related surgical site infections (SSIs) by 50%.
- **Cost optimization:** operating room service improvement, decreased inventory requirements, minimized rework and capacity utilization increase.
- **Sustainability gains:** Lower waste generation and energy consumption, and reduced workforce stress.

## Company Background:

Ansana is an NLC Health Ventures portfolio company, utilizing an exclusive license to Stryker's global patent portfolio. Ansana was incorporated in 2022 in the Netherlands by Dominique Surinx and NLC Health Ventures, based on a 5-year development at Stryker.

## Leadership Team:

Dominique Surinx – CEO: combines 20 years of global pharma leadership with 10 years of entrepreneurship. Pfizer, Lonza, ArcelorMittal.

Arnoud van den Berge – CCO: 25 years of commercial experience related to medical devices and hospitals, including P&L responsibility. Stryker, Fugro.

Stef Vanquickenborne – CTO: 30+ years of experience in R&D, leading pharma product, and industrial process development. Pfizer, Lonza.

## Products/Services:

Ansana's solution manages the end-to-end reprocessing flow of surgical instruments, ensuring sterility, eliminating consumables, and optimizing the process. This is achieved by fully digitalizing the flow, and monitoring the process in real-time, while achieving short term to structural improvements.

## Technologies/Special Know-How:

Ansana's unique solution integrates real-time monitoring and tracking technology. The system utilizes smart devices with integrated sensors, an hospital operated software platform with data modules, and an Ansana operated analysis tool using statistical method and artificial intelligence. The systems unique combination of real-time process parameter measurements and location tracking is fully protected by the large patent portfolio.

## Market:

Ansana targets the hospital sterilization market, a global market of \$ 15 B with a projected to grow at a CAGR of over 10%. Ansana's total addressable market is calculated at € 2.2 B. Ansana prioritizes the U.S. market for its higher adoption potential and supportive regulatory environment, with additional development and funding benefits sourced from Europe.

## Distribution Channels:

Ansana employs an Equipment and Software-as-a-Service (EaaS and SaaS) model, minimizing entry barriers for healthcare providers while ensuring scalability and recurring revenue. Commercial scalability is obtained by partnering with global or regional market players, with the proper network, competencies, and a consultative sales approach.

## Competition:

Ansana addresses market trends significantly better than competition: increasing # of surgeries, stricter infection prevention measures, focus on sustainability, and increasingly complex instruments requiring more customization. Competition:

- Consumable manufacturers: Ansana's solution eliminates these products. Examples: 3M, Crosstex, GKE, etc.
- Track & trace technology providers: not developed to be resistant to steam sterilization conditions, and cannot combine with process parameter measurements. Examples are Intelligent Locations, Centrak, GE Healthcare, etc.

## Financial Projections (Unaudited):

|                             | 2024   | 2025   | 2026   | 2027   | 2028   |
|-----------------------------|--------|--------|--------|--------|--------|
| Revenue                     | 0      | 275    | 1,400  | 6,500  | 16,000 |
| EBIT (dollars in thousands) | -1,300 | -1,200 | -2,400 | -1,000 | 1,500  |

## Quick Facts

**Company Name:** Ansana

**Contact:** Dominique Surinx - CEO

**Address:** Oxfordlaan 55, 6229 EV Maastricht, Netherlands

**Phone:** +32 479 999 809

**Email:**  
dominique.surinx@ansana.health

**Website:** [Ansana – Smart Sterilization Technology for Healthcare](#)

**Industry:** Medical Device

**Bank:** Rabobank

**Law Firm:** De Vries & Metman

**Patents:** 38 patents, 23 granted

**Number of Employees:** 4

**Leadership Team:**  
Dominique Surinx – CEO  
Arnoud van den Berge - CCO  
Stef Vanquickenborne - CTO

**Amount of Financing Sought:**  
\$ 2.0 M (\$ 1.1 M already committed)



# 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)

**Value Prop:** First-to-Market as the Credit Karma ([www.creditkarma.com](http://www.creditkarma.com)) & MoneyLion ([www.moneylion.com](http://www.moneylion.com)) of Southeast Asia, Dobin targets a \$97 billion total addressable market with a \$423 million revenue opportunity. Leveraging Open Finance and AI, Dobin empowers 280 million banked consumers by enhancing financial visibility, delivering personalized recommendations, and improving access to credit. Its Credit Risk solution enables lenders to underwrite new-to-credit customers, addressing a critical gap in the rapidly growing middle-class segment.

**Company Background:** In Southeast Asia, 280 million banked customers face significant challenges. Fragmented financial data and limited banking capabilities result in poor financial visibility, a lack of personalization, and restricted credit access. Dobin leverages Open Finance and AI to address these challenges. The app aggregates account information, provides insights, curates discounts, recommends financial products, and builds alternative credit profiles to improve credit access. Dobin empowers fully banked customers with better experiences and underbanked customers with access to credit products.

**Leadership Team:** Co-founders

**Khaled Benguerba, CEO:** Ex-Visa, Amex & Houlihan Lokey, 20+ years in investment banking and payments. Built Visa's Analytics Business in Asia.

**Erwan Mace, CTO:** Ex-Google, Akamai, 24+ years in tech. Bootstrapped and exited Bitsmedia (150M app downloads) as CEO & CTO.

**Gyanendra Singh, CPO:** Ex-Visa, FICO, Experian & OneCard (Unicorn), 18+ years in risk & analytics. Built Visa's Risk Analytics business in Asia.

**Products/Services:** Dobin leverages Open Finance and AI to deliver a comprehensive financial platform. The Dobin App aggregates financial data from bank accounts, credit cards, and payment wallets, enabling users to optimize spending, save with curated discounts, get and manage credit cards for rewards, and benefit from Credit Profiles built by Dobin for better credit access. The Dobin Lender Portal provides banks with these Credit Profiles to evaluate applicants who lack Credit Bureau information for credit products.

**Technologies/Special Know-How:** Dobin uses AI and analytics to transform transaction data into insights: Credit Profile for creditworthiness, Product Profile for product recommendations, and Purchase Profile for personalized discounts, enabling better credit assessment, targeting, and engagement.

**Market:** Dobin serves Southeast Asia's banked customers, including 55 million Fully Banked and 225 million Underbanked. With a \$423 million SOM, Dobin generates revenue through commissions from banks on credit card and loan leads (enhanced or identified using its Profiles) and from merchants on discounts. Additionally, Dobin provides its Profiles as a B2B service to lenders.

**Distribution Channels:** Dobin partners with consumer-focused companies (e.g. telcos) to cut B2C acquisition costs via revenue-sharing, while cross-selling its Credit Profiles for additional B2B revenue to its B2C clients.

**Competition:** Dobin outshines competitors like Seedly, MoneySmart, and Shopback by addressing their limitations: unstable bank connections, static listings of deals and products, and lack of personalization. It integrates tracking, credit optimization, and personalized insights into a mobile-first and data driven platform.

**Business Plan:** Dobin is live in two markets, Singapore and the Philippines, and plans to expand into four additional markets: Indonesia, Malaysia, Vietnam, and Thailand.

**Financial Projections (Unaudited):**

|                             | 2024       | 2025        | 2026        | 2027         | 2028         |
|-----------------------------|------------|-------------|-------------|--------------|--------------|
| Revenue                     | \$12,580   | \$2,305,237 | \$5,377,424 | \$19,616,157 | \$58,848,471 |
| EBIT (dollars in thousands) | -\$467,420 | \$206,957   | \$806,614   | \$3,923,231  | \$14,712,118 |

**Quick Facts**

**Company Name:** Dobin

**Contact:** Khaled Benguerba

**Address:** 160 Robinson Road, #14-04 SBFC, Singapore 068914

**Phone:** +65 91695512

**Email:** [khaled@dobin.io](mailto:khaled@dobin.io)

**Website:** [www.dobin.io](http://www.dobin.io)

**Industry:** Fintech

**Bank:** DBS Bank Ltd Singapore

**Law Firm:** Polaris Law Corporation

**Patents:** n.a.

**Number of Employees:** 7

**Leadership Team:** Khaled Benguerba, Erwan Mace, Gyanendra Singh

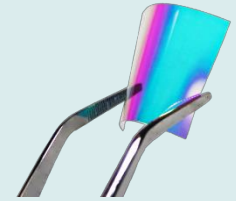
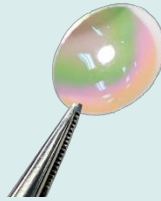
**Amount of Financing Sought:** \$2 million

**Current Investors:** Angels

**Use of Funds:** Growth Marketing, Sales & Partnerships, Product

## 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.





**“NOW”  
OPPORTUNITIES  
AVAILABLE!**

*“ONE UNIT of ownership in the LLC  
could yield \$2-5M over 5 years!*

<https://TESS.Energy>

**TESS Energy Solutions**  
Thermal Energy Salvage/Storage & Conversion System  
Bridge to Commissions from Sales pending!

*Unique in the World  
Technology*  
**DECEMBER 5, 2024**

**UNIQUE Thermal Energy Salvage/Storage & Conversion: IP Licensing, Global Distributor moving to mass production.**

**TESS Energy Solutions is the Global Authorized Distributor and sole IP licensing Agent for TESS, with stake in the IP**

- TESS reduces Energy consumption in large commercial and industrial facilities by 20-35%, which has been documented in \$50M worth of Canadian Generation 1-4 Research and Development deployments with zero hours of technology related downtime.
- TESS increases the output of all types of power generation 25-40%
- With Solar Thermal Concentrators, TESS can produce *20 mWh of power per day in less than half a football field.*
- TESS Energy Solutions has early \$200M worth of pilot projects in preliminary engineering / project analysis stages with companies like LyondellBasell, TATA Steel, Novelis Aluminum, Guardian Glass and more. The sales cycle is about 4-6 months long and some are just beginning but some are nearing contract phase.
- TESS helps clients decarbonize, meeting ESG environmental goals while enhancing profitability. However, a thorough engineering analysis is required to gauge the value of TESS to the facility.
- TESS Energy Solutions has just completed an APP, the results of almost \$2M investment, that allows us to do as many as 1000 such analyses per month, *where previously, manually we could only do 2-3/month.*

Our partner TECH CO-OP in Houston, whose Joseph Wilson made Controls for Baker Hughes for 34 years, will process standing job/shop orders and lead the transition to mass production plant to launch by Q2/3 2025. \$3B worth of product/year. CAP RAISE FOR PLANT WILL MERGE LLC INTO 60% CONTROL OF PLANT AND EXPANSION

M.P. Logan and Associates, LLC dba TESS Energy Solutions has 200 Membership Units (shares) Class A (voting); \$50,000 each and Class B (non-voting) \$35,000 each. There are TEN Class A and FOUR Class B available. Distributions for both classes are paid equally and same time. \$500,000 for TEN Class A Units, guarantee principle, 100% ROI likely by Q3 2025.

Profit distributions from the first 500 1MW contracts are expected to begin no later than Q3 of 2025.

Over five years, each unit will earn \$2-5M, and likely more.

The founder, and minority shareholder, set the company up to yield short-term and long-term gains. *Some of founder's profits will deploy TESS plus FOCUS solar thermal for the worlds' 2 billion people with no access to electricity.*



**TESS.ENERGY  
SOLUTIONS**

Michael Logan, CEO  
**Tess Energy Solutions**  
844-589-3681  
409-682-3881  
[MichaelLogan@TESS.energy](mailto:MichaelLogan@TESS.energy)



# ZERO CHEATING INC

**Value Proposition:** Zero Cheating solves the growing normalization of academic and professional cheating with patented, AI-driven solutions that ensure 100% integrity across assessments.

**Company Background:** Zero Cheating was founded in 2022 to combat the growing normalization of academic and professional cheating, which threatens public safety by allowing unqualified individuals to enter critical fields. Neil Parsont, the founder, spent over 20 years tutoring and saw firsthand how students cheat undetected, often by using phones outside the computer’s webcam view. During the pandemic, this behavior became widespread, with students sharing entire exams for courses. Recognizing the urgent need for a scalable solution, Parsont filed a patent for a system stopping cheating at its source, safeguarding the integrity of education and professional licensing.

**Leadership Team:**

Neil Parsont, Founder: Over 20 years of tutoring experience and an MBA in Finance. Created Zero Cheating to address the growing issue of cheating post-Covid  
David Rees, Board Member: Successfully sold his company for \$50 million to Pearson, bringing extensive experience in EdTech and business strategy.  
Jack Bragin, Incoming CEO: Over 25 years as a high-performing CEO, scaling companies from development to exit. Total exits over \$1 Billion  
Dan Aranowitz, Chief Revenue Officer: Veteran strategist with 20+ years of experience in business development and growth initiatives.

**Products/Services:** Zero Cheating offers two patented solutions:

Exam Proctoring System: Comprehensive system with an external camera and computer monitoring, recording only clear cheating while respecting privacy.  
Paper Verification Software: Analyzes the writing process to confirm originality and detect AI or external authorship.  
Competitive Advantage: Patented technology proactively prevents cheating with conclusive evidence, unlike competitors relying on reactive detection. Our scalable solution ensures integrity for both academic and licensing institutions.

**Technologies/Special Know-How:** Zero Cheating holds patents for its exam proctoring system and biometric verification process, creating significant barriers to entry for competitors. Future developments include LMS integrations and enhancements to ensure seamless adoption.

**Market:** Target Market: Academic institutions (4,000 colleges, 24,000 high schools) and professional licensing bodies (over 3M annual exams).  
Revenue Model: Institution-wide annual software licenses and sales of proprietary multi-lens cameras. Multi-year contracts provide recurring revenue.  
Growth Potential: Expanding demand for anti-cheating solutions due to the rise of AI.

**Distribution Channels:** Direct sales to academic institutions and licensing organizations, leveraging partnerships and attendance at industry conferences to build awareness and adoption.

**Competition:** Competitors: Honorlock, ProctorU, and other AI-based cheating detection tools.  
Advantage: Unlike competitors, Zero Cheating uses patented technology with a full-view camera to monitor on- and off-screen activities, providing conclusive photographic evidence, not unreliable text-based AI analysis.

**Quick Facts**

**Company Name:** Zero Cheating

**Contact:** Neil Parsont

**Address:** 3200 N. Federal HWY  
Boca Raton, FL, 33432

**Phone:** 561-542-2338

**Email:** info@zerocheating.com

**Website:** www.ZeroCheating.com

**Industry:** EdTech and Professional Assessment Technology

**Bank:** Bank of America

**Law Firm:** Tobin & Reyes

**Patents:** 2 Issued, 1 Pending

**Number of Employees:** 8

**Leadership Team:** Neil Parsont, Jack Bragin, David Rees, Dan Aranowitz

**Amount of Financing Sought:** 1.2M

**Current Investors – Crowd Funding**

**Use of Funds:** Strategic Growth

**Financial Projections (Unaudited)**

|                | 2025      | 2026       | 2027       | 2028       | 2029       |
|----------------|-----------|------------|------------|------------|------------|
| <b>Revenue</b> | 0         | 18,675,000 | 25,225,000 | 39,800,000 | 47,200,000 |
| <b>EBITDA</b>  | (986,000) | 11,853,000 | 16,351,000 | 26,711,000 | 31,805,000 |

# PARTNERS



## **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 service 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).



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

Anthony Millin is the Chair of NEXT and a trusted legal and business advisor to startup, early-stage, and emerging growth companies. As a corporate and securities attorney, a successful serial entrepreneur, and a venture capitalist, Anthony brings a unique legal and business perspective to advising his clients. Anthony 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. Another specialized skill set Anthony brings to the table is his China-based experience, assisting early-stage and middle-market companies interested in conducting business in China or seeking direct foreign investment from China. Anthony also serves as a Venture Partner at Urban Us, a seed-stage VC firm. Contact Anthony at [amillin@shulmanrogers.com](mailto:amillin@shulmanrogers.com).



## **AEG @enterprisegrowth**

AEG is a "Time Machine" for business leaders. We accelerate development of trust, driving fast and efficient referrals to accelerate business development and growth. We are a values-based membership organization of three communities (1) CEOs of \$20M+ companies in diverse industries, (2) elite advisors in complementary disciplines, and (3) regional centers of influence including economic development, trade associations and media.



## **MARK HAAS, CEO, AEG @MarkHaas**

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



## **MODUS CREATE @ModusCreate**

We built our company with an ethos of open source, recruiting and retaining the best individual contributors, regardless of location. We are thought leaders who share what we learn and help steer the direction of our open source communities of practice.

We're not just dreamers or doers; we're partners and teachers. We help you instill a culture of learning, innovation, and unlocked potential throughout your organization.

In short, we help you transform your products, platforms, and processes to facilitate organisation-wide digital transformation.

# PARTNERS



## **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.



## **PRINCE WILLIAM COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT**

The Prince William County Department of Economic Development and Tourism works hard to create a pro-business, globally-competitive environment that generates new, high-quality, and sustainable job opportunities for our residents and destination-driven attractions for our visitors. The department engages in a broad portfolio of services, partnerships, and strategic alliances to benefit the business community, including small businesses, startups, and entrepreneurs.



## **CHRISTINA WINN, EXECUTIVE DIRECTOR AT PRINCE WILLIAM COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT**

Christina leads the Prince William County Department of Economic Development, catalyzing investment, retention, and redevelopment opportunities in the second largest county in Virginia. By positioning the county as a leader in the fast-paced, evolving economy of the Washington, D.C. region, we are shaping stages for expansion and collaboration in key target industries. With more than 20 years of economic development and private sector real estate experience, she is an expert in development programs including finance, incentives, and marketing. Prior to leading PWCDDED, she led Arlington's Economic Development business investment group, leading retention, recruitment, and entrepreneurial support.



## **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.



## **DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND @UMD\_Dingman**

The Dingman Center for Entrepreneurship is a top-tier entrepreneurial institute recognized around the world as a leader in enterprise creation. The Dingman Center is continuously pushing the boundaries of teaching and learning with its focus on practical entrepreneurship, global innovation, and international classroom experiences. The Center promotes opportunities that provide maximum resources to start-up businesses in terms of ideation, execution, and financing; and that support its mission to take entrepreneurs "from the back of a napkin to the first \$1 million in financing."



## **KEIRETSU FORUM @KeiretsuAngels**

Keiretsu Forum is a global investment community of accredited private equity angel investors, venture capitalists, and corporate/institutional investors. Keiretsu Forum was founded in the San Francisco East Bay in California in 2000 by Randy Williams. Keiretsu Forum is a worldwide network of capital, resources, and deal flow with 53 chapters on 3 continents. Keiretsu Forum members invest in high-quality, diverse investment opportunities.

# PARTNERS



## **FITCI – FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC @FITCInc**

The Frederick Innovative Technology Center, Inc. (FITCI) is a business incubator and accelerator designed to cultivate entrepreneurship in Frederick, Maryland. FITCI specializes in the strategic business support of local entrepreneurs in the early stages of mostly science and technology-based businesses: Biotechnology, Information Technology, Renewable Energy, and Cyber Security. FITCI currently has two locations in Fredrick, MD, and 52 client companies.



## **THE BALTIMORE ANGELS @baltimoreangels**

The Baltimore Angels is an angel investor group based in Baltimore, MD. Founded in 2009, its mission is to invest profitably in the regional entrepreneurial ecosystem and advance early-stage innovators to the next stage of capital formation. Its vision is to be the most trusted resource for angel capital investment and entrepreneurial mentorship in the Greater Baltimore region. A new generation of angel investing comes to Baltimore. If you are a tech entrepreneur or community-minded investor, please be in touch with Baltimore Angels. This is not your father's (or your uncle's) investment group.



## **MARYLAND TECH COUNCIL VENTURE MENTORING SERVICES**

The Maryland Tech Council Venture Mentoring Services (MTC VMS) program 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. The MTC VMS Program provides free team-based mentoring services to qualified Maryland-based tech and life science venture CEOs who are accepted into the program. Since the MTC VMS program began, more than 75 ventures have enrolled & \$100MM has been raised in capital & grants.



## **STARTUP GRIND-COLUMBIA, MD @StartupGrindDC**

Startup Grind-Columbia, mid-Maryland Chapter is part of the largest global community for innovation, entrepreneurship, and the startup community. We're actively educating, inspiring, and connecting more than 2MM+entrepreneurs, 600+ cities, and 130+ countries. We nurture startup ecosystems through mentorship, advisory services, education, inspiration, access to capital, and most importantly, connecting members with the resources we need to have the best opportunity to grow phenomenally successful ventures.



## **ANGELS + LIFE.SCI INVESTORS**

Formed in 1996, the Angels + Life.Sci Investors Network is organized under NJAngels.net. We are a manager-led, loosely organized network of investors and accredited Angels, Coaches, and Experts who Sponsor world-class Entrepreneurs. Our colleagues have deep experience and technical domain expertise in all of the life sciences disciplines in which we are involved, including nanobio tools, materials, and devices: tele-diagnostics, augmented healthcare & remote patient monitoring, automation and robotics, & advanced chemistry for drug discovery.



## **GEORGETOWN ENTREPRENEURSHIP INITIATIVE**

Entrepreneurship is one of the world's most powerful forces for positive change. Georgetown Entrepreneurship seeks to instill an entrepreneurial mindset in students, foster an entrepreneurial culture across the university, support the successful growth of alumni ventures, and leverage the power of entrepreneurship to make an impact in the world beyond Georgetown.

# PARTNERS



**JEFF REID, FOUNDING DIRECTOR, GEORGETOWN ENTREPRENEURSHIP INITIATIVE, GEORGETOWN UNIVERSITY'S MCDONOUGH SCHOOL OF BUSINESS @Hoyapreneur**

Jeff Reid is the Founding Director of the Georgetown Entrepreneurship Initiative and Professor of the Practice of Entrepreneurship at Georgetown University's McDonough School of Business. Reid is a catalyst for entrepreneurship and a well-known leader in entrepreneurship education. In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial thinking and activities across Georgetown University and impact the growing DMV startup community.



**RYAN & WETMORE, P.C. @RyanWetmorePC**

Ryan & Wetmore is a full-service accounting and management consulting firm, servicing the Northeast/ Mid-Atlantic region since 1988. What makes us different from other accounting firms is our proactive approach. We work hard to earn our clients' confidence by encouraging open communication year-round. This approach has enabled us to help clients become more efficient, more competitive, and more profitable. Through our numerous management engagements, we have become trusted, unbiased advisors.



**PETE RYAN, CO-FOUNDER & PARTNER, RYAN & WETMORE**

Pete co-founded Ryan & Wetmore in 1988, a 3 office, 35-person firm serving the Mid-Atlantic region. He currently works with clients to address tax, audit, and accounting issues. He also has significant experience in international tax matters and business consulting services. His expertise extends to Healthcare organizations, Construction and Real Estate, Government contractors, Technology, Manufacturing, and High Net Worth Individuals. Pete has served on the Board of Directors for several organizations. He is an active member of the Healthcare Advisors Association, the Real Estate and Construction Association, the CPA Manufacturing Services Association, the Virginia Transportation Construction Alliance, and the Construction Financial Management Association.



**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.



# THANK YOU TO OUR PREP TEAM



**LAURA HILL**  
Chief of Staff  
Bentley



**INES LEBOW**  
CEO  
Enterprise Transformation  
Solutions



**MARISSA LEVIN**  
CEO  
Successful Culture  
International



**JET LU**  
Customer Solutions  
Amazon Web Services



**JACKIE LUO**  
Founder  
BAM Advisory



**MICHELLE MILLER**  
Founder  
MRM Consulting



**JOHN MORGAN**  
General Partner  
Morgan Global



**EVAN SHUBIN**  
Pres. and Founder  
Results.now, Inc. and  
Candlelight Partners



**MALI PHONPADITH**  
CEO  
SOAR Community  
Network



**MICHAEL RIEMER**  
CEO & Board Member  
Vocinity

# SPONSORS



KEIRETSU



FORUM





## December 19 Attendees As of 12 19 24

| SPEAKERS   |             |                   |                                 |
|------------|-------------|-------------------|---------------------------------|
| First Name | Last Name   | Title             | Company                         |
| Tien       | Wong        | Founder and Host  | CONNECTpreneur                  |
| Skylar     | Rallison    | Community Manager | CONNECTpreneur                  |
| David      | Fitzpatrick | VP, Marketing     | Modus Create                    |
| Sara       | Clasper     | Associate         | NEXT, powered by Shulman Rogers |

| PRESENTERS |           |                          |                               |
|------------|-----------|--------------------------|-------------------------------|
| First Name | Last Name | Title                    | Company                       |
| Dominique  | Surinx    | CEO & Co-Founder         | <b>Ansana</b>                 |
| Dr. Sue E. | Carr      | President, Founder & CEO | <b>CarrTech</b>               |
| Khaled     | Benguerba | CEO & Co-Founder         | <b>Dobin</b>                  |
| Hooman     | Banaei    | Founder & CEO            | <b>Everix Optical Filters</b> |
| Michael    | Logan     | CEO                      | <b>TESS Energy Solutions</b>  |
| Neil       | Parsont   | CEO                      | <b>Zero Cheating</b>          |

| ATTENDEES  |             |   |   |
|------------|-------------|---|---|
| First Name | Last Name   | Title                                     | Company   |
| Leah       | A.          | Admin Assistant                           | The Admin Company                               |
| Timmy      | Abdullah    | QC Analyst                                | Long Range                                      |
| Ortal      | Abitbul     |   | Ruppin Academic Center                          |
| Carolina   | Acurero     | Community care associate                  | Loudoun hunger relief                           |
| Rebecca    | Aina        | Co-Founder                                | Peculiar Haven Properties Ltd                   |
| Charlotte  | Allen       | Managing Partner                          | The Allen Rossi Group                           |
| Michael    | Altenburger | Program Manager                           | CloseKnit Health                                |
| crescenzo  | amodio      | CEO                                       | CAV srl   |
| Claudia    | Andahl      | Marketing Director                        | Homefront                                       |
| Cliff      | Anders      | President                                 | LeoSat Enterprises                              |
| Suresh     | Annappindi  | CEO                                       | XOOM FOODS                                      |
| Dan        | Aranowitz   | CSO                                       | Zero Cheating                                   |
| Dante      | Armento     | President                                 | Solar Cloud Corp                                |
| Darrin     | Auito       | Managing Partner                          | HEA Law PLLC                                    |
| Tosin      | Ayodele     | BD  | UW  |
| Mari       | Bae         | Co-Founder                                | Ara Platforms                                   |
| Milla      | Bakh        | Founder                                   | Rerun   |
| Laura      | Beldin      | Managing Partner                          | B&L Wealth                                      |
| Michael    | Berenbaum   | Financial Trainee                         | OVB Willemot                                    |
| Victor     | Beshidze    | CEO                                       | VB Solutions                                    |
| Aniruddha  | Bhakre      | Co-Founder & CTO                          | HemRang Solutions Inc.                          |
| Nilesh     | Bib         | Director                                  | AAR Solutions LLC                               |
| Charlie    | Birney      | Chief Listening Officer                   | Podville Media                                  |
| Colin      | Blair       | Founder                                   | Sensurance                                      |
| Basil      | Boluk       | Co-Founder and CEO / CTO                  | Furtherium, Inc.                                |
| Jack       | Bragin      | CEO                                       | Royalty Peaks Ventures, LP                      |
| Maisa      | Brajovich   | Owner                                     | Themis Trading & Services                       |
| Johannes   | Breukers    | CEO                                       | First Choice Bio, Inc.                          |
| William    | Brucato     |   |   |
| Michelle   | Brunswick   | CEO & Founder                             | SB Global LLC                                   |
| Patrick    | Burke       | BD  | Amarex  |
| Bobby      | Burks       | Founder                                   | Big Hit Ideas, LLC                              |
| Ishaan     | C           | Supply Chain Associate                    | Rising Pharma Holdings, Inc.                    |
| Joe        | Carlin      | Principal                                 | JonXeone Capital                                |
| Sue        | Carr        | President                                 | Carrtech Corp                                   |
| Jay        | Cash        | Founder / CEO                             | Pono Alliance Team Hawaii                       |
| Hector     | Castaneda   | CEO                                       | Creative Clarity Coaching                       |
| Fatima     | Castiglione | Consultant                                | GPUR  |
| Apostolos  | Chardalias  |   | University of Piraeus                           |
| Shraddha   | Chaugule    | Founder, CEO and Chief Outcomes Scientist | Astro Health ai                                 |
| Chris      | Chen        |   |   |
| Binny      | Cherian     | President                                 | CT Solutions, Inc.                              |
| Anthony    | Chernykh    | Chief Business Officer                    | Neomarkets                                      |
| Johnson    | Chukwudi    | Graphic Designer                          | Graphic Designer                                |
| Will       | Classen     |   | Colliers  |
| Tricia     | Clemans     | Director                                  | Global Technology Transfer Group                |
| Michael    | Cohen       | Founder                                   | WisePath  |
| Mark       | Colangelo   | CEO                                       | Puttrax 360                                     |
| Dan        | Conley      | Active Angel                              | Angels + LifeSci Investors Network NJAngels.net |
| Jim        | Connor      | CEO                                       | Altius  |

|              |               |   |  |
|--------------|---------------|---|--|
| Andi         | Contreras     | Founder                                   | BeyondBorders Pro Solutions LLC              |
| Brian        | Cordero       | Career Coach                              | Xcelerate Consulting                         |
| David        | Craig         | CEO                                       | Sarcomatrix Therapeutics                     |
| Colleen      | Crangle       | Founder/Senior Partner                    | CONVERSPEECH                                 |
| Albert       | Crews         | VP of Product Innovation and New Ventures | St. Jude                                     |
| Cam          | Crowder       | GP  | Redstick VC                                  |
| Nicole       | Culbreth      | Inventor/Founder                          | QuikLid Products LLC                         |
| William      | Davis         | Owner                                     | R&B maintenance LLC                          |
| Paramita     | Debbarman     | founder                                   | PDCC   |
| Hector       | Del Castillo  | Chief Product Officer                     | Byond  |
| Alexey       | Dmitriyev     | CEO                                       | Guide2care LLC                               |
| Allison      | Duine         | President                                 | Intersection Online, Inc.                    |
| Elvis        | Egbujor       |   |  |
| Brad         | Enneking      | CIO                                       | HTLF   |
| Maria        | Ermolova      | Investment Banking Managing Director      | Weild & Co.                                  |
| Idong        | Essiet-Gibson | Principial                                | The Idyeas Group                             |
| Kim          | F             | Advisor                                   |  |
| Muhammad     | Faizan        | Co-Founder                                | The Horeca Store America                     |
| Sina         | Faridimehr    | Founder and CEO                           | Enerytics                                    |
| Alex         | Ferstenberg   | CEO & Co-Founder                          | Verity                                       |
| Uriel Io     | Foronda       | Executive Assistant                       | Aquillius                                    |
| Alli         | Fowler        | Founder                                   | AFE, INC.                                    |
| Cindy        | Fraley        | Membership Director                       | Keiretsu Forum Southern California           |
| Satish Kumar | G             | Associate                                 | SBSS & Associates                            |
| Tristan      | G             | CEO                                       | Trizan                                       |
| William      | Galle         | President                                 | Diversified Portfolio Strategies LLC         |
| Anthony      | Garrity       | Senior Director of Information Technology | Elevation Oncology                           |
| Sristika     | Gautam        | CEO/Founder                               | Nester Skill Learning.                       |
| Daniel       | Geselowitz    | Patent agent                              | Kratz, Quintos & Hanson, LLP                 |
| Thomas       | Gilbert       | CEO                                       | Hortus AI                                    |
| Ira          | Gluck         | Principal                                 | OlneyRoots                                   |
| Myra         | Godfrey       | CEO                                       | Jaya PR                                      |
| Douglas      | Goldstein     | Managing Director                         | iConecto, Inc                                |
| Boris        | Goldstein     | Founder                                   | BraunBit                                     |
| Wessel       | Graatsma      | VP  | CYC  |
| Joshua       | Greenberg     | Managing Consultant                       | Astral Partners International                |
| Yoav         | Greenberg     | Senior Consultant                         | Astral Partners International                |
| Chasity      | Greene        | Asset Optimization Specialist             | Greene Financial Solutions                   |
| Aurora       | Griffin       | VP  | Bernstein Private Wealth                     |
| Dahai        | Guo           | CEO                                       | Zennova Pharmaceutical Group                 |
| Allen        | Hakimi        | Managing Director                         | Technomark Life Sciences                     |
| Fizie        | Haleem        | Business Solutions Manager                | Montgomery College                           |
| Bryan        | Hammock       | Sales Manager                             | Signarama Tysons Corner                      |
| Malcolm      | Handelsman    | Executive Director                        | Do It Right LLC                              |
| Michael      | Hanson        | Consultant                                | Optimum Dynamics LLC                         |
| James        | Harris        | General Partner                           | Global Catalyst Ventures                     |
| Sarah Anne   | Hawes         | Stem Cell Coach                           |  |
| Houda        | Hippler       | Founder                                   | Hbc engineering                              |
| Florence     | His           | Founder                                   | BUSINESS4PEOPLE                              |
| HanhLinh     | Ho            |   |  |
| Rich         | Holloman      | Founder                                   | Mobodyne                                     |
| Tomohiro     | Hosono        | CEO                                       | dataSpring                                   |
| Karen        | Hucks         | President / CEO                           | E&K Associates Consulting LLC                |
| Kieve        | Huffman       | CRO                                       | Engager Global                               |
| Stephen      | Humphries     | VP, Commercial Banking                    | Bank of America                              |
| Glory        | Ikeke         | Product manager                           | Emi consult                                  |
| Amir         | Inbar         | CEO                                       | Mediclever Reimbursement Consultants         |
| Mahesh       | Inturi        | Founder                                   | Syncaru                                      |
| Parviz       | Izadjoo       |   |  |
| Dave         | Izuka         | Venture Accelerator                       | Venture Acceleration and Incubation Services |
| Neil         | Jackson       | Founder, CEO                              | Brereton Medical Technologies                |
| Larry Raoul  | James         |   |  |
| Jennifer     | Jensen        | Chief Operating Officer                   | Venure Haws LLC                              |
| Xilu         | Jiao          | Director                                  | Otsuka-US                                    |
| August       | Johnson       | VC Analyst                                | Aquillius                                    |
| Frank        | Joseph        | President                                 | Multilink j Associates LLC                   |
| Lorae        | K             | Investor                                  | Web3 Demo Day                                |
| Sam          | Kamali        | CEO                                       | Caleo Biotechnologies Inc.                   |
| Paula        | Kapur         | Consultant                                | Consultant                                   |
| Milan        | Kargathra     | Financial Analyst                         | Freelancer                                   |

|             |             |   |  |
|-------------|-------------|---|--|
| Amol        | Karnick     | President and CEO                           | KA Imaging                               |
| Michael     | Kelly       | CEO/Founder                                 | Writeon, Corp.                           |
| Stacey      | Kelvin      | Manager                                     | Health tech                              |
| Gene        | Kim         | Founder                                     | DragonStartups                           |
| James       | Kirwin      | Founder and COO                             | SFA Therapeutics                         |
| Ted         | Koblick     | VP of BD                                    | Net-AV                                   |
| Martin      | Koev        | Manager                                     | Koev Brothers                            |
| Vince       | Kohli       | Global Imp                                  | Trillion Ventures Global Capital Fund    |
| Dorothy     | Kolb        | CEO   | DK East Associates                       |
| Velibor     | Koprivica   | Chief Strategy Officer                      | Enfinia Growth Partners                  |
| Nicholas    | Kovacic     | Partner                                     | The Nicholas Companies                   |
| Chris       | Kozak PhD   | Consultant                                  | KozakDx                                  |
| Victoria    | Kozyreva    | Sr Venture Associate                        | Go Global World                          |
| Theresa     | Kramer      |   |  |
| John        | Krawczyk    | President                                   | Flow Simulations                         |
| Dragos-Alin | Lacea       | Founder                                     | Byteflare.tech                           |
| Edward      | Lai         | Director of Business Development            | Portal Innovations                       |
| Norman      | Lai         | BOD   | USmedigene                               |
| Tracy       | Lai         |   |  |
| Manav       | Lakhiani    | Head of Product                             | Ten Sixty AI                             |
| Nina        | Lamba       | Director, Harbor Launch at IMET             | University of Maryland                   |
| Noam        | Lampletz    |   | Ruppin                                   |
| Garrett     | Lang        | Founder and President                       | PlateRate                                |
| Josh        | Lansberry   | Traffic Signal Technician                   | TCD                                      |
| Ines        | LeBow       | CEO/Founder                                 | Enterprise Transformation Solutions, LLC |
| David       | Lee         | CEO   | WealthRyse                               |
| Paul        | LeJoy       | Real Estate & Mortgage Broker and Developer | FAT.HOMES LLC                            |
| Rhonda      | Levy        | VP Growth                                   | Dualboot Partners                        |
| Bo          | Lin         | Strategic Collaboration                     | Revvity                                  |
| Craig       | Listhrop    | Owner                                       | Shalom SA                                |
| Tripti      | Lochan      | CEO   | TriptiLochan                             |
| Michael     | Logan       | CEO   | TESS Energy Solutions                    |
| Anna        | Lukawska    | QARA engineer                               | Ansana                                   |
| George      | Luniv       | Founder                                     | Alomega Inc                              |
| A           | M           | EVP   | GE Electrical                            |
| Yaser       | Maddali     | CEO   | Tactile Robotics                         |
| Sam         | Maddali     | CEO   | United Pharmacy Network                  |
| Abdelrahman | Mahmoud     | Founder                                     | USAM                                     |
| Baloko      | Makala      | Founder                                     | Pyrethra                                 |
| Edward      | Makhlouf    | Owner                                       | Bayaders                                 |
| Tornggee    | Malu        | CEO   | EzzyCare                                 |
| Surum       | Malu        | Administrator                               | EzzyCare                                 |
| Subhi       | Marwari     | Founder and CEO                             | NeuraClick                               |
| Mike Craig  | Matambo     | CEO/Founder                                 | Rent Rocket                              |
| Parker      | May         | President                                   | Inotype                                  |
| Robert      | McAllister  | CEO   | Gameday CBD                              |
| Ryan        | McGovern    | Managing Director                           | Star Mountain Capital                    |
| Drag        | Me Inc      | Founder & CEO                               | Drag Me Inc.                             |
| Camila      | Medina      |   | Montgomery College                       |
| Robert      | Mendralla   | President, Investments                      | RM Enterprises                           |
| Sunil       | Menon       | Sr. Business Developer                      | AWS                                      |
| Rachel      | Miller      | Manager, Veteran Entrepreneur Program       | The PenFed Foundation                    |
| Vir         | Mirchandani |   |  |
| Judy        | Mod         | Founder + CEO                               | Innovations Domain, LLC                  |
| Max         | Mohr        | Fundraising Lead                            | StartEngine                              |
| Valentin    | Monteiro    | Business Analyst                            | Teleperformance                          |
| Troy        | Moore       | Chief Scientific Officer                    | BioHSV Holdings                          |
| John        | Morgan      | Managing Principal                          | Morgan Global                            |
| Tina        | Moriarty    | COS   | Malloy Industries                        |
| Katie       | Morris      | Senior Account Executive                    | ENTENTE                                  |
| Jacquelyn   | Mosier      | Demo expert                                 | Infiflex                                 |
| Afshin      | Nadershahi  | CEO   | Stroma Medical                           |
| Charles     | Nahabedian  |   |  |
| Serene      | Najomoh     | Founder                                     | Echo Labs                                |
| Jolly       | Nanda       | Founder                                     | Altheia Inc                              |
| Farhana     | Nasrin      |   |  |
| Jeffrey     | Neal        | CEO   | Loop Closing                             |
| Paul        | Nemirovsky  | Advisor                                     | Adviosry                                 |
| Georgia     | Nerantzaki  | Fresh computer science graduate             |  |
| Carolina    | Ocampo-Maya | Head, Responsible Investment                | Patria Investments                       |

|           |             |   |  |
|-----------|-------------|---|--|
| Bob       | Oros        |   |  |
| Ananta    | Paine       | Venture Associate                           | Cancer Fund                                |
| Varun     | Palaniappan | Technical Product Engineer                  | Snowpal, Inc                               |
| Krish     | Palaniappan | CTO   | Snowpal, Inc                               |
| Jean-Luc  | Park        |   | TEDCO                                      |
| Samira    | Parris      | Manager                                     | Aslan Language Services LLC                |
| George    | Parrish     | Head Deal Flow                              | Bay Angels                                 |
| Assaf     | Pashut      | Entrepreneur                                | Chefee Robotics                            |
| Dilan     | Patel       | Founder & Chief Editor                      | DIL Media LTD                              |
| Radhika   | Patel       |   |  |
| Kushtrim  | Peci        | Financial Advisor                           | Merrill Lynch                              |
| Noman     | Peera       | CEO and Co-Founder                          | The Horeca Store America                   |
| Mhiel     | Peralta     |   |  |
| Lara      | Perrie      | Entrepreneur                                | Sole Proprietor                            |
| Robert    | Peterson    | Chief Product Officer                       | The Emma App                               |
| Riaan     | Potgieter   | Director                                    | KMR Industrial Supplies                    |
| Joel      | Price       | VP of Product Innovation                    | Core Source Technologies                   |
| Magda     | Quispe      | Education                                   |  |
| Soheil    | Raissi      | CEO   | Maptics                                    |
| Anitha    | Raj         | President                                   | ARAr Technology                            |
| Jamshaid  | Rashid      | CEO   | RideMate                                   |
| Shehzad   | Razzaq      | Vice President and Co-founder               | The Horeca Store America                   |
| Joe       | Reddix      | President and CEO                           | The Reddix Group                           |
| Mark      | Reece       | CEO   | LCMGroup                                   |
| Bob       | Reed        | Director of Programming                     | StarterStudio                              |
| Cara      | Reuner      | Investor                                    | World Fund                                 |
| Victor    | Rhoder      | VP of Channels and Strategic Partnerships   | AtWork Systems LLC                         |
| Franklin  | Rio         | Entrepreneur                                | ESH House                                  |
| Nikita    | Robinson    | CEO   | TouzledTressez LLC                         |
| Robert    | Rosenberg   | President                                   | SMC  |
| Sheldon   | Rosenberg   |   |  |
| Eqlema    | Roshnaye    | COO   | Keyllee, INC                               |
| Jawaid    | Roshnaye    | CEO   | Keyllee, INC                               |
| Dev       | Roy         | Founder                                     | IntraIntel inc                             |
| Ruby      | Russell     | Founder                                     | RR Distinctive Beddings LLC                |
| Nader     | S           | Founder                                     | Genex                                      |
| Paula     | Saidy       | CEO   | HireAthena Inc.                            |
| Nina      | Sanam       | President                                   | NanTech                                    |
| Andrey    | Sanenko     | Head of Delivery                            | VReal Soft                                 |
| Gabi      | Schindler   | CMO   | Cota Capital                               |
| Gerhard   | Schwandt    | Coach +                                     | Gerhard B. Schwandt                        |
| Patrick   | Sculley     | CEO   | PixelMixer                                 |
| Mahesh    | Seethagari  | Innovation Specialist                       | Ziva Consulting                            |
| Maksim    | Serdiukov   | CEO   | Gamebone                                   |
| Sergios   | Sergiou     | Owner                                       | North London Hardware and Software Support |
| Mitesh    | Shah        | Founder                                     |  |
| Tanuj     | Sharma      | Founder & CEO                               | Kana Health Inc.                           |
| James     | Sharpe      | VP of Operations                            | ThinkClean Technologies                    |
| Michael   | Shrader     | VP  | CollaborationRoom.ai                       |
| uzzy      | sierra      | Certified Insurance and Benefits Agent      | IMPERITY Insurance and Benefits Consulting |
| May       | Simhon      |   | Ruppin Academy Centre                      |
| George    | Siragusa    | Adjunct Professor / Senior Business Adviser | GMU/MSBDC                                  |
| Patrick   | Smale       | Co-Founder and CEO                          | ClearSight Therapeutics, Inc               |
| Mike      | Smith       | CEO   | MSBD, Inc. investors                       |
| Matthew   | Snowden     | Founder                                     | Ten Sixty AI                               |
| Tom       | Solitario   | Principal                                   | Tom, Inc.                                  |
| Ernest    | Stern       | Partner                                     | CM Law PLLC                                |
| Mythili   | Subharam    | Founder                                     | OmicXHealth                                |
| Gerald    | Sunagel     | CEO   | Signal Security of Myrtle Beach            |
| Ning      | Sung        | Investor                                    | Sand Hill Angels                           |
| Dominique | Surinx      | CEO   | Ansana                                     |
| Jim       | Swan        | Senior Business Advisor                     | Infinite CXO                               |
| Sam       | T           | Owner                                       | TTP  |
| Wendy     | Tanudjaja   | Founder / Manager                           | ENKO Management                            |
| Sara      | Tarek       | Founder                                     | ALIMAANONLINE LTD                          |
| Kevin     | Taylor      | VP  | Zerapy.ai                                  |
| Business  | Team        | Csuite                                      | EpiFinder                                  |
| Bharat    | Thakkar     | Founder                                     | WattaCurrent Ltd.                          |
| Shanise   | Thomason    | CEO   | Tressed Inc.                               |
| Anton     | Timashev    | Co-Founder and CEO                          | Wayvee Analytics                           |

|           |                 |   |                                     |
|-----------|-----------------|---|-------------------------------------|
| Vinnie    | Urdea           | Creative Director                       | Halteres Associates                 |
| Laarni    | Valledo         | Business Development Manager            | Management Analytics                |
| Alex      | Vans            | CEO                                     | The Emma App                        |
| Roy       | Vella           | CEO                                     | VV                                  |
| Ivan      | Vesely          | Founder CEO                             | Medical Innovations LLC             |
| Neeraj    | Vij             | CEO                                     | Precision Theranostics Inc          |
| Jim       | Voeller         | Patent Attorney                         | Maier & Maier                       |
| Tom       | Vogelsong       | Startup Scout                           | K2X Technology and Life Science     |
| Laura     | Vu              | Ciovgc                                  | Vgc                                 |
| Anthony   | Waganda         | Co-Founder, CEO                         | VISENDI56                           |
| Jordan    | Wahbeh          | Managing Partner                        | SV Venture Group                    |
| Steve     | Wallman         | Founder                                 | CANCollaborate.org                  |
| Dongxue   | Wang            | Venture investor                        | Gudu Medical PTE.LTD                |
| Joyce     | Wang            | Cofounder                               | Provision Surgical                  |
| Ping      | Wang            |   |                                     |
| Priesnell | Warren          | Managing Director                       | Frontier Business Advisory          |
| Mike      | Watson          | CEO                                     | Above10x                            |
| Barry     | Weinbaum        | Financial Service Professional          | New York Life                       |
| Linda     | Wernick-Cassell | Sr. Advisor to Pres/CEO and Board Chair | Melwood                             |
| Tresbien  | White           | Tax associate                           | Baker tilly                         |
| Laurie    | Wiggins         | CEO                                     | Byond                               |
| Robert    | Williams        | Director of Growth                      | Refraction, Inc.                    |
| Pete      | Wills           |   |                                     |
| Eric      | Wong            | Founder                                 | Myko Labs                           |
| Florence  | Wood            | President                               | JRC Services Pro                    |
| Albert    | Wu              | CEO                                     | neXco and Wu Financial Services LLC |
| Chris     | Wycoco          | Owner                                   | Wycoatx                             |
| Guoqiang  | Xing            | CEO                                     | Lotus Biotech.com LLC               |
| Yi        | Yang            | Managing Partner                        | WaterStar Capital                   |
| Pricilla  | Zapata          | Founder                                 | XX3 HQ                              |
| Jim       | Zimmerman       | Founder                                 | Recovery Network                    |

# **WANT TO PRESENT OR SPONSOR AT OUR VIRTUAL EVENTS?**

**Email Skylar Rallison at  
[srallison@opus8.com](mailto:srallison@opus8.com)  
for more information**

## **2025 Virtual Calendar**

|                |                 |                 |
|----------------|-----------------|-----------------|
| <b>Jan. 30</b> | <b>March 27</b> | <b>April 24</b> |
| <b>May 29</b>  | <b>June 26</b>  | <b>July 31</b>  |

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

# REGISTER FOR OUR UPCOMING EVENTS

## Healthcare Investor Brunch

January 12, 2025  
San Francisco, CA



## CONNECTails

January 28, 2025  
Saigon Noodles & Grill



## Virtual Event

January 30 2025



## In-Person Event

February 6, 2025  
Baltimore, MD

