

**Big Idea**  
**CONNECTpreneur**  
**Investor Network**

**VIRTUAL ROCKET PITCH  
+ POWER NETWORKING**

**June 29, 2023**  
**CONNECTpreneur.org**



# AGENDA

**11:00-11:05am | VIRTUAL NETWORKING (via Private Message)**

**11:05-11:15am | WELCOME and INTRODUCTIONS**  
**- TIEN WONG, Founder and Host, CONNECTpreneur Community**

**11:15-12:00pm | ROCKET PITCH SESSION Companies will be introduced by:**  
**- MARK HAAS, CEO, AEG**

**12:00-12:30pm | BREAKOUT ROOMS & NETWORKING**  
**(Breakout rooms hosted by presenting companies)**

**12:30-1:30pm - Special MASTER CLASS: "Unleashing Creativity: Mastering Generative AI for Revolutionary Marketing"**

**June 29, 2023**  
**CONNECTpreneur.org**

# 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.

# PRESENTING COMPANIES

**Caring Closures International - Zack Molnar**

**Datagamz - Kunal Rahalkar**

**Fireside Strategic - Dan King**

**Maxwell Biosciences - J. Scotch McClure**

**MedWatch - Mike Moore**

**National Adhesive Inc - Dean van Zyl**

**Scedugame - Liam Thurman**



## CHILD-RESISTANT CAPS ARE OUTDATED AND INADEQUATE FOR TODAY'S CRISES



Child-resistant caps and closures have not been updated since the 1970s, leading to epidemic scale public health problems, costing the healthcare system and national economy tens of billions of dollars annually:

- **700k teenagers initiate drug abuse annually** by sneaking pills from family medicine cabinets, the #1 source for teen drug abuse (\$9B annual economic cost)
- **Every eight minutes, a child goes to the emergency room** from a drug or supplement poisoning (\$9B annual economic cost)
- **Every 12 seconds a child is poisoned** from a common household product (e.g., tide pods) (\$20B+ annual economic cost)

*All of these can be contained with Caring Closures' simple, proven, cost-effective, and patented locking closure technology*

## INITIAL AWARD-WINNING SAFE Rx® PRODUCT LINE IS NOW QUEUED FOR REIMBURSEMENT

### In-Market Product

4 Digit Code

10,000 Potential Combinations

Teen-PROOF

Controlled Substance Meds

Over 170 Customers Across 6 Verticals

>50% Qtr-on-Qtr New Customer Growth



### In-Development Product

2 Digit Code

100 Potential Combinations

Child-PROOF

Pediatric Fatality Risk Meds

2025/2026 Launch



Caring Closures International (CCI) expects to transform public health and consumer product safety with a long overdue update to access control technology. CCI's initial product, a locking prescription vial (LPV®), is sold to over 170 customers in multiple pharmacy and healthcare verticals under the Safe Rx® brand, for use in pharmacy dispensing and medication safety, with a total annual revenue opportunity of approximately \$5B.

CCI is pursuing insurance reimbursement to pharmacies for LPV dispensing, with five clinical trials underway to validate LPV efficacy and stakeholder economics, which include an approximate 390% ROI to payors and 50% average fill margins for dispensing pharmacies. These economics make this extremely attractive to stakeholders and will incentivize adoption. Initial trial results demonstrate a 100% reduction in missing medication when using LPVs, leading to one state Medicaid commitment for 2023 LPV coverage for MAT medication, and coverage for all controlled substances in 2024.

Safe Rx is the clear category leader in the LPV dispensing market and expects to capture a leading market share in pharmacy dispensing, generated by a 10x manufacturing cost advantage and a 6x workflow cost advantage, all protected by 11 issued and 2 pending patents.

Safe Rx LPVs are expected to have as significant an impact as child-resistant closures in 1970. Universal LPV dispensing of opioids alone would be expected to prevent 7M teenagers from initiating drug abuse and reduce healthcare and other costs by up to \$92 billion over a ten-year period.

Reimbursement Pathway	CCI Traction
Acquire Reimbursement Code Enabling LPV Dispensing Reimbursement	<ul style="list-style-type: none"> <li>• In process for Unique Device Identifier (UDI) code upload</li> <li>• <u>CCI expects code acquisition in Q3 2023</u> for initial use in Q4 2023</li> </ul>
Grow MAT Coverage and Complete Controlled Substance Trials Underway	<ul style="list-style-type: none"> <li>• <u>MAT trial results are driving Medicaid coverage</u>, with 2-5 states expected to adopt</li> <li>• <u>4 additional trials underway testing controlled substances</u>, including with CMS, Johns Hopkins, SUNY, and IHS</li> </ul>
Grow Reimbursed Pharmacy Dispensing Customer Base	<ul style="list-style-type: none"> <li>• Existing customers intend to <u>broaden into additional medication classes</u></li> <li>• <u>Pipeline of prospects</u> awaiting reimbursement start</li> </ul>
Expand Public and Commercial Payor Coverage	<ul style="list-style-type: none"> <li>• <u>Initial discussions underway</u> with Medicaid in high advocacy states (e.g., Ohio)</li> <li>• <u>Developing roadmap for broader payor engagement</u> and economic benefit case</li> </ul>

## CURRENT FINANCING & SUMMARY INVESTMENT HIGHLIGHTS

CCI is currently offering a convertible note and SAFE (targeting \$3-\$4M) to build readiness for the reimbursement effective date (anticipated Q3 2023). The Company is also developing family office relationships for the next larger round, which will likely occur once reimbursement is realized. CCI's investor base consists of healthcare and pharmacy angels, family offices, and impact investors. Summary investment highlights profiled below:

Multiple Addressable Packaging Markets Comprising 14 Billion Units Annually	Eleven Issued Patents Covering Broad Cross Section of Global Packaging Markets	Significant Traction in Near-Term Opportunities with Low Tipping Points for Universal LPV Dispensing Adoption
Strong Leadership with Domain Expertise and Successful Exits	Significantly Reduce the Impact of Public Health Epidemics, Thus Improving Lives and Reducing Costs	Category-Killer 10x Manufacturing and 6x Workflow Cost Advantages Over Competitors





DATAGAMZ

# EXECUTIVE SUMMARY

## OVERVIEW

Datagamz, a Melbourne-based company, aims to use AI to cut waste in processes, people, and technology, driving significant business benefits. With 40+ implementations and a customer base predominantly in North America, we plan to move our headquarters to the US. As a nearly profitable business, we possess the knowledge and expertise to achieve profitability.

## PROBLEM STATEMENT

Despite contact centers spending over \$10 billion on digital and AI technologies, the digital customer experience remains subpar. Poorly trained and unmotivated contact center agents further contribute to this issue, resulting in an overall poor customer experience.

## PROPOSED SOLUTION

Datagamz, a patent-pending AI technology inspired by Aristotle's philosophy, enables enterprises to test and optimize digital and human customer experience efforts. It identifies failure points and addresses them through gamification, notifications, insights, and coaching, resulting in exceptional customer experience.

## OUR TEAM

We are a global team of 25 employees with offices in North America, Australia, and India. As seasoned data and contact center experts, we were collectively frustrated with the CX industry, leading us to create Datagamz. Despite being based in Australia, we have a global outlook and aspire to follow in the footsteps of successful Australian startups like Canva, Atlassian, and Cyara.

## RAISE

- Raise US\$3 Million
- Raise in previous rounds: US\$2.1 Million
- Potential ROI: 20X
- Raise to build Go to market in North America

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CEO: Kunal Rahalkar  
Email: [kunal@datagamz.com](mailto:kunal@datagamz.com)

# Fireside Strategic 2023 Raise

## Contact Information

Dan King  
646-203-2159  
[dan@firesidestrategic.com](mailto:dan@firesidestrategic.com)

## Industry

Mental Health

## Development stage

Series A

## Year founded

2022

## Funding Need

\$3,000,000  
Preferred Equity

## Minimum Investment

\$100,000

## Exit Opportunity

We can acquire practices between 3-5x. We can sell at between 10-13x once we control 4m of EBITDA. This fragmented industry is ripe for a focused consolidation play as larger players have too much capital to look for acquisitions <1m EBITDA. Note that unlike in tech where exits are rare, there were 250 industry exits in 2021.

## Potential Return

9-12x assuming 12% growth of 5 practices acquired over 5 years. We may be able to do better. Even if unable to boost the typical 5% growth rate, we can produce a 4-6x exit.

## INTRO

We are a roll-up acquiring mental health practices. The industry is experiencing immense demand post-pandemic and is quite recession-proof as insurance pays for most visits. Despite failing to do many business 101 things, founders are able to grow practices to the \$2-4 million revenue mark with relative ease.

## PROBLEM OPPORTUNITY

Practice founders leave tons of money on the table as they do not negotiate contracted rates with insurance companies and have major accounts receivable issues. They also lead chaotic cultures with no merit-based hiring, employee engagement surveys, client result measurement or employee performance reviews.

## SOLUTIONS

- We will re-negotiate insurance rates upwards, introduce higher margin lines of business like TMS, and fix administrative issues that lead to big accounts receivable.
- We will build cultures where clinicians and patients thrive. This means employee engagement surveys and performance reviews, client result tracking, and more.

## TRACTION

Since raising our seed round at the end of 2022, we recruited one of the nation's leading experts in the business, negotiated an LOI for 4x, built a 4-practice pipeline, and a diligence team.

## THE TEAM

Our 5-person team has two 8-figure exits in this industry. We have a clinical psychologist who built the largest practice by revenue in Massachusetts. We have an ex-navy carrier officer who grew a practice from 600k top-line to over 7m. We have an attorney who did due diligence and contract drafting for Shark Tank deals.

## SOCIAL IMPACT AND VALUES

We are a for-profit with social impact. Our values are polarizing in our industry and thus quickly attract values-aligned sellers and repel values-misaligned sellers. We stand for:

1. Ending burnout culture. Treating people kindly produces better business outcomes.
2. Abundance over scarcity. Underpricing is worse for clinician and patient.
3. Mental health is more than talk therapy. We encourage innovation like TMS and psychedelics.

**Value Proposition:** Maxwell Biosciences is a biomimetic anti-infectives drug discovery platform company that is pioneering world-first “**One drug for MANY bugs**” innovations to address humanity’s most serious, unmet infectious disease threats. As a pre-clinical stage company, Maxwell’s technology is backed by over \$40M in government grants, angel investment and VC funding. With **scientific validation in over 250 peer-reviewed published studies and very encouraging FDA feedback already received**, Maxwell’s novel and patented compounds have been shown by multiple independent labs to safely & rapidly inactivate a broad-spectrum of infectious pathogens, including key virus families, bacteria and fungi - including many drug resistant strains - and biofilm formations. Maxwell is creating a library of drug candidates that will provide solutions for both human & animal livestock applications - with an **annual \$165 Billion in market potential for antibiotics, antivirals and antifungals including \$121B in humans and \$44B in livestock** - while tackling the growing global threat of antibiotic pollution and drug-resistant diseases.

**Senior Leadership Team (SLT):** The SLT has a deep bench of experience in life sciences drug discovery & development, operations and high-return exits. The CEO has 20+ years of CEO experience and the COO is the former US Head of R&D at Shire Pharmaceuticals who successfully commercialized over 80 drug products, including several multibillion blockbusters like Adderall XR, Carbatrol & Claritin.

**Challenge: #1:** The current drug development process is limited by a ‘One drug for one bug’ paradigm, thus, it does not effectively address evolving & emerging pathogens (e.g. new variants), nor does it address the unmet need posed by conditions where combinations of multiple pathogens or biofilms are present, such as Chronic Rhinosinusitis (CRS). **#2:** Our environment is now contaminated with antibiotics. Rising levels of drug-resistant diseases are projected to result in over 10 million deaths globally a year by 2050.

**Solution:** Maxwell’s First-in-Class CLAROMER® biomimetic platform technology creates synthetic compounds that mimic the only cathelicidin antimicrobial peptide of the human innate immune system (LL-37). Maxwell’s CLAROMERS have demonstrated a broad-spectrum of pathogen membrane disruption - including confirmed pan-coronavirus and pan-influenza efficacy - and effectiveness against all tested bacterial and fungal pathogens cultured from Chronic Rhinosinusitis, indicating “One drug for MANY bugs” efficacy. The CLAROMERS have also shown the ability to prevent the development of drug resistance which is becoming an increasing problem with antibiotics.

**IP / Technology:** Maxwell has a strong & growing patent portfolio with broad composition of matter patents that are owned outright with plenty of time to commercialize the platform and compounds. Ongoing R&D efforts are supported with the world’s foremost scientists and drug development experts - who are members of our core team, Scientific Advisory Board and Clinical Advisory Board - in the fields of biomimetic chemistry, immunology, nanotechnology, peptide synthesis, bioengineering and otorhinolaryngology (ENT disease indications).

**Market:** Maxwell’s CLAROMERS are poised to disrupt the Infectious Disease market estimated at \$165 Billion annually, growing to over \$200B in 5 years - with \$121B associated with viral, bacterial and fungal infectious disease indications in human populations and \$44B associated with animal populations. Initial entry will tackle our strategic lead indication of Chronic Rhinosinusitis (CRS) which affects 7M+ patients annually in the USA with a \$40+ Billion annual market. Our lead drug candidate for Chronic Rhinosinusitis will be offered in a nasal spray device and is anticipated to enter Phase 1 clinical trials starting in 2024.

**Revenue Model:** Maxwell’s platform business model is designed to generate revenues through strategic deals for both human and livestock markets through spinouts, partnerships & licensing deals with large Pharma companies & government bodies - with both upfront & ongoing payments. For human commercial sales, we will start with pharma industry partnerships for production and distribution until we can scale our own operations. For animal commercial sales, we will license the technology to animal pharmaceutical companies to mature and take to market. We will partner with governments to stockpile against future pandemics, service military personnel (e.g. wound care anti-infectives), and address other infectious disease concerns (e.g. Ebola, gonorrhea).

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

Headquarters Office:  
#101 - 3809 Juniper Trace  
Austin, TX, 78738

Industry: Biotech  
Domain: Anti-Infectives Drug Discovery Platform

Leadership Team:  
CEO, Co-Founder, Chairman:  
J. Scotch McClure, MBA  
Scientific Co-Founder, Co-Inventor:  
Annelise Barron, PhD (BoD Member)  
COO and Head of R&D:  
Edward Rudnic, PhD  
Chief Scientific Officer:  
Kent Kirshenbaum, PhD  
Chief Medical Officer:  
Tony Verco, MD, MBA  
Sr. VP of R&D Strategy:  
Beth Burnside, PhD  
Sr. VP of Corporate Development and IR  
Maxie McFarland, MBA

Previous Funding: \$10.8M Seed (\$61M Post-Money Valuation)  
Current Funding Round:  
\$20M Convertible Note (20% Disc., 10% Int.)  
\$75M Series A Preferred Equity Round  
[investor.relations@maxwellbiosciences.com](mailto:investor.relations@maxwellbiosciences.com)





## Company Snapshot

MedWatch Technologies, Inc. is a medical device and SaaS manufacturer that is developing a Non-Invasive Continuous Glucose Monitoring (CGM) device and health management platform. The founders are experienced and successful entrepreneurs, business growth professionals, and medical device executives skilled in developing wearable monitoring technology. Founders and Advisors include esteemed medical doctors and researchers who have implemented new and innovative treatments for patients with type-2 diabetes.

## Leadership Team

**Mike Moore**, CEO, is a serial entrepreneur having founded several technology ventures in various industries including software, manufacturing, medical, 3-D publishing, and projects for NASA. He served in US Naval Reserves as a combat veteran with over 30 years of experience in areas such as electronic warfare and remote sensing.

**Sam Zaidspiner**, COO, has successfully launched dozens of products and medical devices. In the past decade, he developed, launched, and scaled all operations for a class 2 medical device that has sold over 3,000,000 units.

**Bruce Matichuck**, CTO, creates AI-based health information platforms including the use of wearable sensors.

**Dr. Aaron U. Levy**, is a strategic M&A BizDev and Turnaround CEO; he led startup to \$1B in MCap NASDAQ Publicly Traded firms and served as CEO, economic development, Native American Tribe with over \$1B in operation. An inventor, published author and commercial expert with global operations and manufacturing experience: Biotech, NGS, AI, Clinical, Healthcare, Fiber Optics and YPO.

**Mark Cullivan**, CFO, has 25 years of management experience in both public and private corporations. He was the CFO of a AMEX listed company. Previously he's held positions in finance, business development, and marketing. He is an adjunct instructor in the Knauss School of Business at the University of San Diego.

**Jared Jones**, PhD, Chief Research Officer, was previously Research Director at UnitedHealth Group and led foundational research into innovative diabetes treatments.

**Dr. Kevin Kapov** was co-investigator on diabetes-related clinical trials and implemented a large-scale CGM treatment program.

**Dr. Geraldine Cuniffe-Conlon**, MD, MSc and MBA, an ophthalmic surgeon and KOL internationally experienced with R&D and Data Science for Medical and Digital Health technologies.

## Market Size

According to cdc.gov, 2023, there are currently 133 million people with diabetes and pre-diabetes in the US alone. Treatment costs are approaching 1 trillion USD and are projected to grow by 20% by 2030 and by 46% by 2045.

## Technologies / Special Know-How

We have three patents pending blood glucose estimation technology which uses special LEDs with AI based methodology for interpreting data that is implemented within a wearable device. To reduce development risk, cost, and time, MedWatch Technologies has executed a license, exclusive for glucose applications, to a new sensor platform with associated health monitoring software. The platform is fully operational. We expect to obtain FDA clearance for glucose estimation in approximately eighteen months.

## Financial Projections, based on Launch by EOY 2024

	2025	2026	2027	2028	2029
<b>Revenue</b>	<b>\$46M</b>	<b>\$147M</b>	<b>\$294M</b>	<b>\$537M</b>	<b>\$1,134M</b>
<b>EBITDA</b>	<b>\$1M</b>	<b>\$22M</b>	<b>\$74M</b>	<b>\$182M</b>	<b>\$413M</b>

## Quick Facts

### Company Name

MedWatch Technologies, Inc.

### Website

medwatchtech.com

### Patent Estate

3 Patents Pending: Blood Glucose Estimation

Exclusive Patent License: Wearable Health Monitors & Methods of Monitoring Health

MWT Executive Summary Rev.2023 05 30

Disclaimer: The information contained in this Executive Summary does not constitute an offer to sell or solicitation of an offer to buy any securities. No information contained herein should be relied upon as a representation or warranty as to any matter from MedWatch Technologies, Inc., and no liability shall attach to MedWatch Technologies, Inc. as a result of such information. This Executive Summary is provided for informational purposes only, and is subject to updating, amendment, and more complete disclosures."

## Problem

Living with diabetes requires measuring glucose levels many times a day. The standard of care has been piercing the skin and measuring it with a glucose meter (glucometer). This is painful, inconvenient, potentially debilitating, and expensive which leads to poor compliance and significant health consequences.

## Competition / Current Solutions

Glucometers require piercing the skin to obtain a blood sample. There are two leading wearable invasive Continuous Glucose Monitors on the market- Dexcom and the FreeStyle Libre from Abbott Labs. The Dexcom and Libre use a needle to insert a tiny sensor wire into the skin to measure interstitial glucose levels every 5 minutes. Patches must be replaced every 10 – 14 days, and these patches cost hundreds of dollars per month.

## Our Solution

MedWatch Technologies will lead a new market category of *non-invasive* CGMs with a sensor that simply sits on the skin and non-invasively measures glucose concentration. Every few minutes, MedWatch will report glucose concentration on its cloud-based multi-sensor platform. The patient and doctor can see a continuous correlation between behavior, eating, sleeping, and glucose readings. This platform will support other MedWatch sensors and monitoring applications to provide patients, their medical providers, family, and friends with actionable health data that is comfortable, pain-free, convenient, and affordable.

### Industry

Medical Device / SaaS Health Platform  
Health & Wellness

### Law Firms

O&A  
FisherBroyles  
Snell & Wilmer  
Morris, Manning, & Martin

### Contact

Mike Moore, CEO  
Info@medwatchtech.com

### Locations

Las Vegas, NV  
San Diego, CA  
Edmonton, AB  
Atlanta, GA  
Delaware C-Corp



# National Adhesive, Inc.

**Value Proposition:** National Adhesive is **changing** the way glue is sold, delivering a full range of products under the well-known DuPont Great Stuff brand, through innovative consumer education, technology, and marketing.

## Company Background:

Founded NAI has assembled an experienced organization, established a global supply chain, set up an extensive network of third-party manufacturing representatives, developed a pipeline for product innovation, and entered into an exclusive licensing agreement with DuPont™ for the Great Stuff™ line of Adhesives, Sealants, and Tapes. NAI is well-positioned to build a rapidly growing US business, with joint international expansion opportunities available.

## Leadership Team:

NAI Leadership Team with a combined >300 years' management and leadership experience, 10+ exits, 15+ raises and 25+ acquisitions, NAI brings experience and knowledge to ensure success through structure, strategy, and focus. This includes a strong advisory board with extensive industry experience and next several key hires identified.

## Products/Services:

NAI offers a range of products marketed under a variety of brand names targeted to specific market segments and channels. The DuPont™ Great Stuff™ line of Adhesives & Sealants are targeted to both the professional and DIY'er. NAI was successful in launching its Adhesive and Sealant products through DuPont's rigorous stewardship process to meet its audited criteria and standards. Other NAI product lines are GlueAngel, THICC and EISH!.

## Technologies/Special Know-How:

Besides the license agree with DuPont™ Great Stuff™, NA will invest in new marketing techniques such as AI and augmented reality ("AR") to improve the new customer buying experience. By educating customers and consumers with digital human interactions and 3D icons, NAI will facilitate the purchasing decision and create a shared experience community. Marketing will bridge the gap from today's baby boomers to Generation Z, expanding market share while entering the future metaverse for training and strengthen the DIY community.

## Market:

A 5 to 7 year \$250m (<2%) target of \$14 billion adhesive and sealant market in the US. Out of 30 identified channels we are targeting only 5, currently focusing on the consumers' needs. Our Great Stuff™ opportunity is larger than DuPont's current volume and revenue. (Currently, 60 cans sold a minute, cover 85% market share in category).

## Distribution Channels:

NAI has established a strong relationship with BGI Worldwide Logistics to handle its international freight forwarding requirements. NAI's two third-party logistics providers (3PL) operates almost 100 warehouses nationwide. NAI's supply chain and distribution are managed through EDI/API connection to its NetSuite ERP system. The Company invested over \$300,000 in addition to significant management time in its ERP and EDI system solutions to support the Company's anticipated rapid growth.

## Competition:

Key competitors include GE and DAP in the sealant industry and Gorilla in the retail adhesives industry. Other competitors include Flex Seal, Superglue, MFM Tape and Titebond and brands found in all big box retailers.

## Quick Facts

**Company Name:** National Adhesive, Inc

**Contact:** Dean van Zyl

**Address:** 8280 Willow Oaks Corporate Drive Suite 600  
Fairfax, VA 22031

**Phone:** 571 -340 4478

**Email:** dean@nationaladhesive.com

**Website:** www.nationaladhesive.com

**Industry:** Adhesives & Sealants

**Bank:** JP Morgan Chase & Main Street Bank, VA

**Law Firm:** Dunlap Bennet & Ludwig

**Patent Estate:** The Sladkus Law Group

**Number of Employees:** 8 FT & 1 PT  
salaried in USA / 3 FT salaried in South Africa / 46 Manufacturing Reps (1099)

**Leadership Team:** CEO Dean van Zyl, COO David Baxley, CSO Mike Kontranowski, Fractional CFO Laura Bacon, CIO Milton Chiz, CCO Steve Kann

**Joining at end of 2023:**

CMO Robyn Zacharias

CCO Rob Feiler

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

**Current Investors:** Internal, Friends and Family, Manufacturer Reps, & YPO'ers

**Use of Funds:** Bridge to Funded LOC

## Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue	\$1,404	\$3,399	\$10,198	\$61,883	\$122,208
EBIT (dollars in thousands)	(\$1,593)	\$89	\$2,113	\$17,103	\$35,019



## Investor Highlights

### Value Proposition:

The goal of Scedugame is to empower gamers to overcome social isolation through the fostering of meaningful, lasting, and impactful connections through the Scedugame app. Our app connects gamers together both 1-on-1 and in small, tight-knit friendship circles while facilitating and encouraging gamers to help, encourage, interact, engage, and communicate with each other on-line and off-line.

**Company Background:** The team at Scedugame have spent a combined 76 years being avid gamers and know full well that existing ways for gamers to connect with each other simply do not work. We set out to change the inability to connect with a revolutionary service aimed at connecting the gamer world via deep, meaningful and impactful connections. Scedugame was formed in 2017, the Beta was launched on the iOS App Store in 2021, a Product Market Fit Survey of 1500 gamers was completed in 2023 and the MVP will be developed upon further funding.

### Leadership Team:

**CEO:** Chris Sprague

**Founder & President of Scedugame:** Liam Thurman

**Products/Services:** Scedugame is an efficient and powerful video game service that uses a variety of different factors (time, games, age, skill level etc.), that enables gamers to form deep, meaningful and impactful connections with other gamers. The bottom line is that the Scedugame app leads to gamers feeling less socially isolated and having more meaningful social connections.

**Technologies/Special Know-How:** Scedugame uses a powerful ranking and connection algorithm, along with innovative data technology to ensure the highest quality connections. We will continue adding additional features that enhance our users experience and make sure our algorithm produces the high-quality connections that will keep gamers on our service.

**Market:** The Scedugame TAM is 1.5Bn users, the SAM is 97M users and the SOM is 20M users. There are approximately 3Bn gamers worldwide and 77% of them play multiplayer games and 63% of the world's population are experiencing the feeling of social isolation leading us to the TAM listed above.

**Distribution Channels:** Scedugame will use multiple distribution channels including TikTok, Instagram, Snapchat, Facebook, Twitch, Colleges, High-Schools, Universities, Discord, Brand Ambassadors, Twitch Streamers.

**Competition:** The current Scedugame competition includes gaming communications services such as Plink, GameTree and Wasder. Scedugame stands alone, producing deep, meaningful and impactful connections for all of our users.

### Quick Facts

**Company Name:** Scedugame

**Contact:** Liam Thurman

**Address:** 1901 Clarks Glen Pl, Vienna VA 22182

**Phone:** 571-926-3729

**Email:** [liam@scedugame.com](mailto:liam@scedugame.com)

**Website:** <https://www.scedugame.com/>

**Industry:** Video Games, Gaming, Entertainment

**Domain:** Gaming

**Bank:** Toronto Dominion, N.A.

**Number of Employees:** 1

**Leadership Team:**

- Chris Sprague (CEO)
- Liam Thurman (Founder)
- Harold Bonacquist (General Counsel)

**Advisors:**

- John Armstrong (Strategic Advisor)

**Amount of Financing Sought:** \$500,000

**Current Investors:**

- Joe Carlin
- Boren Song
- Joseph Olesker
- Ethan Krause

**Use of Funds:** Product Development, Operational Expenses, User Acquisition

### Financial Projections (Unaudited):

	2023	2024	2025	2026	2027
Revenue	42K	454K	1.2M	2.2M	3.2M

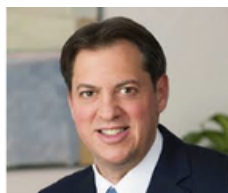
# PARTNERS



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



## **BUZZY ROCKET**

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



## **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 WWII military strategy, and of facilitating a global R&D strategy for the US Navy.



# PARTNERS



## TRUIST WEALTH MANAGEMENT

Truist Wealth Management has a commitment to helping our clients manage their wealth and achieve their goals. We build and continually strengthening long-term relationships by offering you comprehensive wealth management capabilities to meet your sophisticated and often complex needs. As your needs evolve, your team of experts and solutions will too, in order to address new challenges and opportunities.



## CHRISTOPHER ROSS, MANAGING DIRECTOR, TRUIST WEALTH MANAGEMENT

Chris Ross is a Wealth Advisor with Truist Wealth Management. He offers clients more than 25 years of comprehensive wealth management experience. Chris leads a team that brings together specialists in investments, financial planning, credit, and estate strategies. He is a native of Baltimore and lives in Annapolis with his wife Jennifer and two children. Chris is a graduate of Salisbury University with dual degrees in Economics and History. He received his MBA from the College of William & Mary and has completed post-graduate work at The Johns Hopkins University.



## 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.



## ESTHER LEE, PRESIDENT & CEO REFRACTION @eeclee

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

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



## 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."



# PARTNERS



## **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.



## **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.

## **BALTIMORE ANGELS ⚡ 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. Previously, Reid founded UNC's Center for Entrepreneurship and grew it to a No. 1 national ranking by Forbes & Princeton Review, and was chosen by his peers and Entrepreneur magazine as one of the top five entrepreneurship center directors in the United States.



## **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**  
SVP  
Equifi



**INES LEBOW**  
CEO  
Enterprise Transformation  
Solutions



**MARISSA LEVIN**  
CEO  
Successful Culture  
International



**BOB LONDON**  
CEO  
Chief Listening Officers



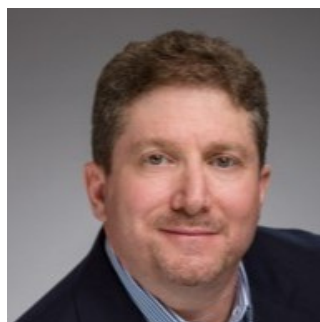
**JET LU**  
Customer Solutions  
Amazon Web Services



**JACKIE LUO**  
Partner  
TCV Growth Partners



**MALI PHONPADITH**  
CEO  
SOAR Community  
Network



**MICHAEL RIEMER**  
CEO & Board Member  
Vocinity



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

## June 29 Attendees

### As of 06 29 23

#### SPEAKERS

First Name	Last Name	Title	Company
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Tien	Wong	CEO	Opus8, Inc.
Mark	Haas	CEO and Co-Founder	Association for Enterprise Growth

#### PRESENTERS

First Name	Last Name	Title	Company
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Zack	Molnar	Finance Director	Caring Closures International
Kunal	Rahalkar	CEO	Datagamz
Dan	King	Co-Founder	Fireside Strategic
J. Scotch	McClure	Founder & CEO	Maxwell Biosciences
Mike	Moore	CEO	MedWatch
Dean	van Zyl	Founder & CEO	National Adhesive
Liam	Thurman	Founder and President	Scedugame

#### ATTENDEES

First Name	Last Name	Title	Company
------------	-----------	-------	---------

Fassil	Abebe	CEO	HoloTrak
Tarek	Abousalem	Managing Partner	ElementOne Digital
Paul	Adler	Principal	Paul Adlet LLC
Sachin	Aggarwal	Chief of Staff	BIS Research, InsightMonk
John	Aggrey	CEO	Unicorn
Satya	Akula	Managing Partner	New Angel Capital
Sukaina	Alarakhia	Venture Partner	Moore Venture Partners
Benjamin	Albright	Investor	Carrick Capital Partners
Doris	Alcivar	Assistant Program Manager	FirstXFounder
Robert	Aldrich	CFO	Scuba Analytics
Brian	Alexander	President	Omina Technologies
Arun	Ali	Digital Content Strategist	Scheer Partners
Shubber	Ali	CEO	Garden for Wildlife
WD	Allen		University of Missouri
Jason	Allen	Database Manager	
Linda	Allen	Editor	Ms Career Girl
Paul	Allen		
Lonnie	Allen	Director of Sales and Marketing	GSA Wholesale
Judith	Alvarado	Owner/ President	JP Holistic Health Coach PLLC
Claudia	Andahl	Marketer	Homefront
Walt	Anderson	Managing Director	AVEALTO Ltd.
Suresh	Annappindi	CEO	XOOM FOODS
Christopher	Antonopoulos	CEO	Measured Results Marketing
Dr. Chris	Apfel	CEO	SageMedic Corp.
DeLinda	Armstrong	Founder and CEO	RealtyTek
Millan	Ash	Owner	TLT
Mark	Atkinson	CEO	Mursion
AJ	Attavar	Founder	NPS, Inc
Bevely	Awuor		Georgetown University
Rod	Azama	Director	The Chancellor Group
Jim	Ba	Director	Kyssmet
Paul	Bachow	CIO	Flow Trading, LLC
Saerome	Bae	CEO	VWell
Nick	Bafia	Director	Charmides Capital
Albert	Baldwin	Founder/CEO	Alfa Omega GrafX

Ben	Bamberger	Data Analytics Consultant	Tiber Solutions LLC
Riko	Banardi	Investor	Robin Hood Ventures
William	Barlia		Mercato Partners
Caroline	Barry	Marketing and Communications Manager	Mass General Brigham
Michal	Barski	CEO	Reciprocal Space
Thomas	Bascom	President	LinkSpace, LLC
Todd	Batchelor	Partner	Cherry Bekaert LLP
Erich	Baumgartner	Founder	Trusted Path Enterprises, LLC
Devinder	Bawa	President	Family Office
David	Baxley	COO	National Adhesive, Inc.
Kyle	Bayliss	Managing Director, Corridor Region	Maryland Small Business Development Center
Rashad	Bazemore	Founder & CEO	DeUX Innovations
Jay	Beam	Managing Director	Adasel Global Partners LLC
Jessica	Beaver	Director	Florida Atlantic University
Anna	Belousova	Analyst	Sofinnova partners
Chris	Bennett	Founder / Attorney	T-I-L(R) Technology-Innovation-Law
Sylvanus	Bent	CEO	Bent Systems
Steve	Bergman	Managing Principle	Strategy360 Group
Jim	Berkman	CMO	Nynja Technologies
Gus	Bessalel	President	Spectrum Partners, Inc.
Vippy	Bhambra	Principal	Glomo
Raghu	Bharat	General Partner	Thin Air Labs
Wagish	Bhartiya	CGO	REI systems
Chetana	Bhat	CEO	PPRD
Steven	Birdsall	CRO	Qlik
Kirsten Hund	Blair	Co-Founder and CEO	Lambent Data
Catherine	Blake	BIGx Accelerator Manager	Georgia Southern University
Yuval	Boger	CMO	QuEra
Jose	Bolanos	CEO	Nimbus-T Global inc
Jose	Bolanos MD	CEO / Founder	Nimbus-T Global inc
Eric	Boltz	CEO	VILLAGER Inc.
Larry	Boodin	Business Development Director	Thompson Financial Group
Prasad	Bopardikar	Leader	
Balazs	Borbely de Roff	Founder	Balazs Borbely e.U.
Maisa	Brajovich	Owner	Themis Trading And Services
Doug	Brown	Principal	DAB Holdings LLC
Michael	Bruni	Partner	Talent Acquisition Strategies, LLC
Bart	Butler	Owner	Permits Express USA LLC
Kate	Butterly	Marketing Manager	FidoCure
Baiju	C	Founder	Tursya
Martin	Cadirola	President	Ecotronics
Sandra	Cai	Founder and CEO	Vallue
Deb	Cancro	SVP Data Products	Bigtincan
Heather	Cannings	Lead of Women's Programming	NCFDC
Kaitlin	Capobianco	Senior Manager	Halcyon
Christian	Carello	CEO	Envisionit, Ilc
Piers	Carey	CEO	Teneo
Joe	Carlin	Principal	JonXeone Capital
Kem	Carr	Sales/Mktg Dir	Solera - Lumina
Sue	Carr	President	CarrTech Corp
Christina	Carter	Senior Client Partner	Clinical leadership Executive Search
Fatima	Castiglione Maldona	Founder	Ethernity.live
Hepzel	Castro	Intellectual Property Consultant	Independent Intellectual Property Consultant
Yaatzil	Ceballos	Creative Director	Reciprocal Space
Tonnie	Chamblee	Brand Strategist, CoFounder	Design Alliance
Eddie	Chan	Investor	LDV
Alex	Chang	Senior Vice President	ITIC
Hafida	Chekkouchi	Founder	A4RE
Chris	Chen		
Kai	Chen	CEO	OceanIQ
Leslie	Chen	Analyst	Lavender Hill Capital Partners
Michelle	Chen	Partner	Key2China
Sumanth	Chepuri	CEO	Energylink3
Vikramaditya	Chhabra	Business development officer	Hiddenbrains
Elizabeth	Cho-Fertikh	Co-Founder	MEDA Angels



Umesh	Choori	Marketing	Energy Guru
Nancy	Chou	Principal	NCMC
Amit	Chowdhry	Co-Founder / Editor in Chief	Pulse 2.0
Naser	Chowdhury	President	Ai2IT Corp
Melinda	Chu	Venture Scout	Multiple Firms
Ayse	Cilek	Investment Analyst	Holland Capital
Matthew	Cimino	Business Development and Innovation	Maryland Department of Commerce
Angela	Clark	Executive Director	ABC Women's Health & Ultrasound
Rick	Claypool	Research Director	Public Citizen
Jim	Cook	GM	Cook's Outsourcing Network LLC
Jeffrey	Cooper	Founder	CooperSoft
Tasha	Cornish	Executive Director	Cybersecurity Association of Maryland, Inc.
Jonathan	Corrales		
Allison	Coukos	MBA Venture Fellow	Blu Ventures
Alberto	Criado	Associate	Cardumen Capital
Marie	Crivaro	Financial Services Professional	Eldercare Insurance Services
Dan	Cudgma	CEO	MotiveMetrics, Inc.
Christian	Cunningham	Principal	MedaVance
Michael	Curry	President	Paratusec
Danielle	Dagostaro	Partner	WV Capital
Vincent	Darago	CEO	Trusted Boat Report LLC
Anish	Das		
Gordon	Davidson	Investor	Lightsense Technology, Inc
Ignacio	de Diego	Analyst	Cardumen Capital
Cynthia	de Lorenzi	Chairman	Success in the City
Pamela	del Rio	Chief of staff	Wollef
Brian	Derickson	Investment Analyst	LDV Capital
Devina	Desai	CEO	Kinometrix, Inc
Greg	Desantis	Co-Founder, Brand Strategist	DesignAlliance.com
Wavelry	Deutsch	Advisor	ProfWD Advisory
Shantanu	Dev	CEO	Examd Inc.
George	DeVaux	President	AptAvian, Inc.
Taylor	Devine	Founder & Managing Partner	The CDI Group
Mamta	Dhanuka	Director	KiwiTech
Prashant	Dhumal		Naishtika Audio Visuals LLP
Cosmo	Di Tucci	Founder & CEO	AbleOne Systems
Richard	Diamond	CEO	Icann ventures
Louis	DiFrancesco	Inventor	Gale Wind Ship inc
Radu	Dintiu	CEO	iSmile
Hannah	Dopico	Principal	PivotNorth
Mike	Dowdle	Founding Partner	Circadian Ventures
Michael	Doyle	Managing Director	Goldin Ventures
Tracy	Doyle	Marketing Director	Mass General Brigham Innovation
Edward	DuCoin	CEO	Orpical Group
John	Egan	Founder	Socraticx Solutions
Tom	Eggleson	Managing Director	Charmides Capital
Maggie	El Naamani	Sr. Program Coordinator	FirstXFounder
Mike	Elliott	CEO	InvestorConnectAI
DeWayne	Ellis	President	The Wealth Syndicate LLC
Susan	Emerson	PA-C, Investor	Foundation Health, She's Independent Investing
Cooper	Eral	Private Equity Analyst Intern	Traction Capital
Idong	Essiet-Gibson	Principal	The Idyeas Group
Matt	Evans	Project Manager	
Herb	Ezrin	CEO & President	PVM Company, Inc
Kim	F	Advisor	
Richard	Faulkner	CEO	IQ Exchange
Lawrence	Fauntleroy	Director	Lehman College
Sinclair	Felder	Research	Lp
Emily	Fenush	Social Media Intern	CONNECTpreneur
Justin	Ferguson	Innovation Mentor	TEDCO
Jeff	Filipski	President	Sales Alliance Group
Julia	Fin	CFO	PayToMe.co
Matthew	Fischer	Founder	Ai Revolution Labs
Roselle	Foley	Senior Director, Business Development	National Association of Chemical Distributors
Justin	Fong	CEO	Hue Lens

Buddy	Foster	Associate	Mudita Venture Partners
Crist	Frangakis	President & CEO	Achelios Therapeutics
Casey	Frazier	Marketing Coordinator	Mass General Brigham
Mike	Fuller	BDM	NZTE
Dorothy	Fulop	CEO	Pitchcamp
Satish Kumar	G	Chartered Accountant	SBSS & Associates
Fredrik	Gabriel	Founder	Hereafter Legacy inc
Sophia	Gabriel	None	Nine
Robert B.	Gahagan	Chief Success Officer & Founder	CCSI - Corporate Consulting Services, Inc.
William	Galle	Principal	DPS
Gabe	Galvan	CEO	Veriti
Paige	Gambrill	Creative Director	Din Din
Nora	Garcia	Founder and CEO	BEE Partners
Thomas	Gaye	Co-Founder   President	Digital Native Corporation
Michael	Genebach	COO	ActioNet Inc.
Daniel	Geselowitz	Patent Agent	Kratz, Quintos & Hanson, LLP
Gregory	Giammittorio	Partner	PLG
Becca	Giannobile	Growth Investor	Silversmith
James	Gibson	Associate	Rally
Rod	Giesbrecht	CEO	Imaginet
Dylan	Gittleman	Managing Director	Catskill Consulting
Meissa	Glasson	Assistant to the CEO	SmartMomGig.com
BK	Gogia	President	Ethoros LLC
Kim	Goh	COO	Bestreputation.Agency
Joe	Golden	Managing Partner	BGZ Advisory
Justin	Goldsberry	Business Consultant	Goldsberry Management Group, LLC
Justin	Goldsberry	Principal Consultant; Investor	Goldsberry Management Group, LLC
Dahna	Goldstein	General Partner	Halcyon Fund
Karen	Goodman Maschi	Founder/CEO	Veza Innovations
James	Gordon	CEO	CULTIVA
Michaela	Gordon	Investor	Westly Group
Krishna	Gotami		
Kubash Gabriella	Govender	Senior Product Manager	Iconic Connex
Ellen	Grealish	Co-Founder/Partner	FlexProfessionals LLC
Peyton	Green	VP of Investments	Traction Capital
Daniel	Greenberg	CEO	CMO-ToGo
Richard	Greene	CEO	RGA
Hillel	Gross	CEO	HI-GROSS
Kristin	Gross	Founder	Navdee
Hailey	Gryka	Scientist	nexStep.ai
Nicolas	Guerrero	Investor	PS27 Ventures
Gaurav	Gupta	Co-Founder	MyPhysicianPlan
Bobby	Gupta	CRO	Newvision
Vivek	Gutheti	Head of Growth	CFO PLans
Matthew	Guzman	Co Founder	Global Lumpers Services
Gerlynn	Ha	Marketing Manager	10Pearls
Eleanor	Haas	Managing Director	The Calyx Group
Jeremie	Habib	CEO	Gigwell
Jim	Hadley	Founder and CEO	Tiber Solutions, LLC
Sophie	Hagerty	Principal	Good Growth Capital
Alek	Hagopian	Founder	SolidlyAI
Sarkis	Hagopian	Vice President - Sales	SLWM
Ahmed	Hailat	CEO	Neon Tech Ai
Fizie	Haleem	Manager, Business Solutions	Montgomery College
Rohan	Hall	Consultant	Ocesha.com
Malcolm	Handelsman	ED	DIR
Mary	Hannes	Associate Director	Golden Angels Investors
Michael	Hanson	Growth Strategy Consultant	Optimum Dynamics LLC
Edgar	Harreii	CEO	Edgar c harrell associates
Connie	Harrell	President	Keiretsu Forum Southern California
Renee	Harris	CEO	Buckskin Capital Investments
Bria	Harrison	Executive Assistant	Hope Love Shine
Qaizar	Hassonjee	Managing Partner	Angel Star Ventures
Steve	Hasty	Principal	Circadian Ventures
John	Hauck	President	Scarecrow Technologies, Inc.

Nader	Hawa	Investor	Genex
Kerry	Hawk Lessard	Operations Manager	VijoGeo, LLC
Claude	Hayn	CEO	AdJumps
Aziz	Hazizi	Founder	Cicada Sign
Julia	Hebert	Operations Manager	Springbok Analytics
Donna	Hemmert	CEO	Positive Voices
Arthur	Henderson	CEO	Affinity Networks, Inc.
Bill	Henry	CEO	Gander technology
Peter	Henry	Managing Partner	Seed Milestone Management Co
Thomas	Henry	Co-Founder	Eunike Ventures Inc
Lori	Herzog	Sales	Homehealth care
Mathew	Herzog	Sales	Emed
Stephanie	Hessler	Principal	Stephanie Hessler Coaching
Rpbert	Hibbert		
Mi Jeong	Hibbitts	President/Principal	Robert & William
Eddie	Hill	Director, Business Incubation	Mason Enterprise Center
Christine	Hodges	Campaign Manager	The Leukemia & Lymphoma Society® (LLS)
Joy	Hoffman	Project Manager	Maryland Tech Council
Lewis	Hofmann	Advisor and Strategic Partner	Pinea Group
Alyse	Holstein	CEO	HPG Partners, LLC
Mark	Hooley	Chief Operating Officer	CohnReznick LLP
Brenda	Hopkins	CEO	Healthcare disruptors
Bill	Huber	CEO	Moneta
Florence	Hudson	Executive Director	Northeast Big Data Innovation Hub
Samantha	Hughes	Community Coordinator	M13
Aliya	Hulse	CEO	MWM Systems, LLC
Paul	Iacovacci	CIO	Ensacor Capital
Sam Capital	Investments	CEO	Sam Capital Investments
Dave	Izuka	Consultant	Venture Acceleration Services
Prem	Jadhwani	CTO	IP
Jaideep	Jain	CEO	TapClassifieds
Vineet	Jain	Head of Growth	Ceespace
Matthew	Jamieson	Head of client services	Stereo Creative
Erica	Jeanine	Serial Entrepreneur	TH.LH. INC.
Roydon	Jeffrey	Founder	ListedB
Michael	Jenkins	Associate	First Ascent Ventures
Tyler	Jensen	CFO	The Startup Garage
Jessica	Jesu	EdTech Consultant	Independent Consultant
Waahida	Jones	Operations Project Manager	O & O Consulting
Brian	Jones	Systems Engineer	Wave Welcome
Michelle	Jordan	Owner/President	On the Road Home
James	Joseph	CEO	ELATED, INC.
Suby	Joseph	Principal	Brandywine Insights
Peter	Justen	CEO	The Cascades Group
farahmand	kalayeh	CEO	AUGKNOS
Satyam	Kalra	Co-founder	Aaina
Rinku	Kalsi	Founder	Aaina
Steve	Kann	Partner	Bridgewater Capital
Alexandra	Kapelos-Peters	Founder	Cansulta
Jason	Kaplan	CEO	CyTwist
Arshdeep	Kaur	Research Associate	Kaya17
Lina	Kay	Senior Analyst	Regal Healthcare Capital
Thomas	Kaye	Investment Executive	Anticus Partners
Mokhtar	Kazzalbach	CEO	MK Enterprise Technologies
John	Kealey	Investor	Individual
Matt	Keener	CEO	Scenario Entertainment
Brian	Kelly	President	Brian Kelly Leadership Coaching
Alvin	Kersting	CEO	Portfolio Operating Partners
Joe	Kessler	Managing Partner	Next-Stage Development Group
Raj	Khera	CEO	MoreBusiness.com
Kay	Kienast	CMO	Bython
Gene	Kim	Founder	DragonStartups
Daniel	King	Co-Founder	Fireside Strategic
Bradley	Kirkland	Investor	Private
Jennifer	Kirkland	CEO	Care Constitution

Ross	Klenoff	Corp Atty	LORK
Mark	Klopp	President	Klopp Advisors
Linda	Klug	Founder & CEO	Airin
Martin	Koev	Manager	Koev Brothers
Ellen	Koh	Marketing Director	Raycom
Tom	Kohn	Professor	American University, Washington, DC
Nelly	Kolodny	Founder/CEO	Mozzie Armor LLC
Michael	Kontranowski	SVP Marketing and NBD	National Adhesive, Inc.
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Steve	Kraner	Sales	SWSG
David	Kratochvil	Managing Partner	Vista Capital
Sarah	Kreik	Investor	DN Capital
Kris	Krishnan		
Max	Kryzhanovskiy	President	MOS Creative
MD	Kull, Ph.D.	Senior Advisor	Amplifi Advisors, LLC
Neeraj	Kumar		Babson college
Adam	Kundzewicz	Executive Investment Director	Boehringer Ingelheim Venture Fund
Josh	Kurczewski	Co founder	Protochol Beverage
Kelly	Lachance	Associate	Runa Capital
Jade	Lagesse	Analyst	Bynd Venture Capital
Eva	Lai	Engineer	Capital One
Norman	Lai	BOD	US Medigene
Moshe	Landman	Investor Relations Manager	The Million Marathon Fund
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Tony	Lau	Managing Director	Space Strategies
Ronnie	Lavi	Operating Partner	97212 Ventures
Mikka	Layese	Marketing Lead	Bitorex
Bob	Leach	Business Advisor	Braintree Business Development Center
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions,LLC
Aquila	Lee	Senior Associate	Chenel Capital
Bongmin	Lee	Technical manager	Kyocera
John	Lee	Marketing	JL, Inc.
Jack	Lee	Managing Director	Marketing Integration
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Steven	Lehat	Principal	Regulatory World
Xueke	Li		KCL
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Howard	Link	Co-Founder	ERUHP
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Kevin	Lockland	Partner	KLDC
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Harlan	Lovestone	Artist	Art Haus Project
Mary	Luceri	University Tech Transfer	George Washington University
Dennis	Lucey	VP	Akima
David	Luftglass	CEO	Global Cannabis Production
Danran	Lyu		DC Water
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Claire	Murphy	Content Marketing Manager	StoryFit
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Deepak	Nathan		Degreed
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Navneet Nina	Sodhi	CEO	Bookshelf Builder
Rick	Soff		
Neal	Sofian	CEO	Tuzag
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Geet	Thaker	Software Engineer	Monster
Helen	Thomas	CEO & President	Route Risk
Helen	Thomas	Founder	Anywuest
Mitch	Thrower	CEO	Events.com
Eliza	Thurman	Student	Virginia Tech
Kevin	Tierney	Summer Analyst	Edison Partners
Lilian	Ting	Principle	Select venture partners
Matthew	Tompkins	ceo	Curiate.cc
Leo	Tong	Sales Director	Velocity Solutions
Yinan	Tong	Business Analyst	Bonston Consulting Group
Bill	Trainor	Managing Director	Mutual Capital Partners
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thong	tran	Project Developer	Sati
Nicole	Tripodi	Principal	2903 Capital LLC
Michael	Urcinoli	Advisor	BlueSky ATG
Campbell	Ure	Founder & Director	Cure Business Improvements
Nataliia	Ustyenko	Project Manager	Nobel Learning PBC
sushma	Vaddey	Manager	Cognizant
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Barry	Van Houten III	Controller	National Adhesive
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Katya	Vert	CEO	Nostopharma
Juan	Vides	CEO	TECHACS Corp.
Jim	Voeller	Patent Counsel	Maier & Maier
Tom	Vogelsong	Angels Investor/Tech and Life Science Advisor	Kyto Technology and Life Science
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Francis	von Stade	Partner	Uncommon Denominator
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Paul	Wagner/BSI	President	BSI
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Liz	Wald	Founder	EDImpacts
Anthony	Walker	CEO	Stay In Charger
Juba	Walla	Partner	JubaTech

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Mike	Watson	CEO	Miruminvest-Above10x
Joseph	Weaver	CEO	Global Design Interactive
Barry	Weinbaum	Financial Service Professional	New York Life
Robert	Weissman	President	Suvarna Partners, LLC
Richard	Westelman	CFO	Fireside Strategic
Jordan	Weymouth	Founder & CEO	Levlz: The Social Adventure Mobile App
Jack	Whelan	Director of Business Development	International Accelerator
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Gavin	Zaleski		American Cyber
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Stella	Zhang	Investor	Conductive Ventures
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July 27	Aug. 31	Sept. 28
Oct. 26	Nov. 30	Dec. 20