

Big  Idea  
CONNECTpreneur

# HOLIDAY BREAKFAST

& PITCH EXTRAVAGANZA



DECEMBER 16, 2025

8 AM - 12 NOON



VALO PARK  
CONFERENCE CENTER

forvis  
mazars

  
REFRACTION  
INNOVATION HUB

 Fairfax County  
Economic Development Authority

# Agenda

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

**9:30 - 9:50 am - WELCOME REMARKS**

**S. TIEN WONG, CEO, Opus8; Founder, Big Idea CONNECTpreneur Forum**

**RAE STOTT, CEO, Refraction**

**DAVID KELLEY, Vice President of Business Investment, FCEDA**

**JENNIFER TAYLOR, President and CEO, Northern Virginia Technology Council**

**KEITH CAMHI, Managing Director, Techstars**

**TASHA CORNISH, Executive Director, Cybersecurity Association**

**MARLON BERNAL, Assurance Partner, Forvis Mazars**

**9:50 - 10:40 pm - COMPANY SHOWCASE / ROCKET PITCH**

Promising Early Stage Companies will be introduced by:

**ANTHONY MILLIN, Founder and Co-Chair, NEXT powered by Shulman Rogers**

**DEBBIE CLINE, Founder & Chief of Customer Success, Buzzy Rocket**

**ColdSnap - Matthew Fonte**

**Dasion - Weiqing Gu**

**Ibex Biosciences - Murat Croci**

**I-Lumen Scientific - John VeLure**

**Intrommune Therapeutics - Erick Berglund**

**Stabili Teeth - Bari Medgaus**

**Villari - Lon White**

**10:40 - 12:00 pm - EXPO & NETWORKING**

Breakfast and networking in the Atrium

# Speakers



## **TIEN WONG, CEO, Opus8, Inc.**

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



## **RAE STOTT, CEO, Refraction**

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



## **DAVID KELLEY, Vice President of Business Investment, FCEDA**

David Kelley is Vice President of Business Investment (BI) for the Fairfax County Economic Development Authority (FCEDA). During his tenure, Kelley has supported companies across sectors including cybersecurity, software, IT, aerospace, data analytics and cloud. Some of the companies he has worked closely with include Appian, Peraton, Booz Allen, and Science Logic. He has served on several boards including Greater Reston Chamber and the Committee for Dulles.

Before joining FCEDA in 2010, Kelley held several managerial and leadership positions in a business development career that spanned over 25 years, working for major technology organizations such as Akamai and the Corporation for Open Systems International which established the Open Systems Interconnection model, a foundational concept for the internet and telecommunications that is still widely used today.



## **JENNIFER TAYLOR, President and CEO, Northern Virginia Technology Council**

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

# Speakers



## **KEITH CAMHI, Managing Director, Techstars**

Keith invests in and advises talented entrepreneurs at Techstars, where he is currently the Managing Director of the Techstars Healthcare Accelerator powered by Permanente Medicine Mid-Atlantic States. During his seven-year tenure at Techstars, he has led the global accelerator investment team, run accelerator programs with other prominent partners including Melinda Gates's Pivotal Ventures (Future of Longevity), Samvid Ventures (Economic Mobility), and J.P. Morgan (in Washington D.C. and NYC), and has invested in nearly 80 startups. Prior to Techstars, Keith founded and scaled FitLinxx (securing over \$50M in venture capital and reaching #20 on the Deloitte Fast 500) and Great Play (three-time Entrepreneur Franchise 500 honoree). He subsequently served as an entrepreneur-in-residence for two funds focused on healthcare and early childhood development. He holds degrees from Cornell and MIT, and has been awarded multiple patents in sensor and machine vision technology.



## **TASHA CORNISH, Executive Director, Cybersecurity Association**

Tasha Cornish is the Executive Director of the Cybersecurity Association of Maryland. Bringing together industry, academia, and the public sector, the organization is advancing cybersecurity through advocacy and collaboration. She also serves as the Co-Director of the Baltimore Elite Advisor Chapter of the Association for Enterprise Growth - an invitation-only, highly vetted community of successful professional service providers to the mid-market.



## **MARLON BERNAL, Assurance Partner, Forvis Mazars**

Marlon brings over 20 years of public accounting experience with a specialized focus on serving publicly traded and privately held companies. He provides assurance, attest, and advisory services across a range of industries, including life sciences, technology, and government contracting. Marlon has deep experience partnering with private equity firms and their portfolio companies throughout the investment lifecycle—from acquisition through growth and exit. He advises clients on complex accounting and auditing matters, internal controls, and regulatory compliance, and is known for helping navigate the distinct reporting and operational challenges that come with SEC reporting and PE ownership. His technical strengths include evaluating policies and controls, developing tailored audit plans, and leading teams to deliver high-quality, efficient audits. Marlon also has experience with companies undergoing rapid change, including carve-outs, roll-ups, and IPO preparation, making him a trusted advisor during critical transitional phases. Marlon is a member of the American Institute of Certified Public Accountants (AICPA), Maryland Association of CPA's (MACPA), Northern Virginia Tech Council (NVTC), and the Small and Emerging Contractors Advisory Forum (SECAF), Maryland Tech Council, BIO Maryland, and BIO Virginia and previously served on the board and executive committee of the Montgomery County Chamber of Commerce.



## **ANTHONY MILLIN, Founder and Co-Chair, NEXT powered by Shulman Rogers**

Anthony Millin is a trusted legal and business advisor to startup and emerging growth companies. Anthony is a senior startup attorney, a serial entrepreneur, and a former venture partner in a seed stage VC fund. As the Founder and Co-Chair of NEXT powered by Shulman Rogers, selected by LegalWeek as a finalist the past three years and the 2024 winner as the nation's top law firm for "Enabling Startup Success", Anthony brings his unique legal and business perspective to advising his clients. Anthony is also the Co-Founder of My Next Raise, launched by NEXT, a technology, community and education platform providing founders with a pathway to investor readiness. Anthony was recently elected by his peers to serve on Shulman Rogers' Board of Directors. Anthony understands firsthand what it takes to start, scale and manage a company, to successfully prepare for and run a fund raising process, and to address the legal issues faced by a startup. This background provides him with valuable insights into the legal and business needs of his clients. A creative problem solver and strong advocate dedicated to the success of his clients, Anthony frequently serves as his clients' "outside general counsel, taking a leadership role in managing the full range of their legal needs from formation and financings to growth and exit. Anthony is a frequent public speaker on topics impacting startup and emerging growth companies.

# Speakers



**DEBBIE CLINE, Founder & Chief of Customer Success, Buzzy Rocket**

Debbie is co-founder, chief of customer success at Buzzy Rocket and yellow lab lover. From LA to London, she is well known as an expert in creating that certain elusive magic that drives explosive growth at the intersection of companies and customers. She has proven strategic vision, and isn't afraid to get in the trenches. In fact, she's been doing this at companies big and small for 25+ years. Her background includes executive level positions at both public companies and startups where she has proven over and over again that her passion, drive and results oriented perspective get it done. She is tenacious, loves the game changer and loves to win.

# ColdSnap

**The Revolutionary System** Transforming How **Ice Cream & Frozen Treats** are Produced, Transported, Stored & Enjoyed.



**Round:** Series F - Seeking \$2.5 million

**Team:** Two previous successful exits

**Patents:** 100+ issued patents

**Model:** Razor – Razorblade

**Distribution:** Food service distributors

**Phase:** Commercialization

## Delicious

- ✦ Freshly frozen, ultra creamy, premium (14% milk fat) ice cream.
- ✦ Ice Cream, Boozy Ice Cream, Frozen Lattes, Cocktails Smoothies, Protein Shakes – Freeze on demand.

## Personalization

Choose your product and flavor. No cross contact.

## Convenience

- ✦ No pod preparation – Ready to go.
- ✦ No refrigeration of the pod – Easy to store.
- ✦ No cleaning needed - No waterlines, no drains.

## Sustainable

Shelf-stable pods eliminate the cold supply chain associated with shipping and storing ice cream.

## Food never touches the machine



## \$Billions in Market Opportunity



Contact **Tom Duquette** for more information

✉ [tduquette@coldsnap.com](mailto:tduquette@coldsnap.com)

☎ (508) 472-1706

💻 [coldsnap.com](http://coldsnap.com)



Dasion transforms a 30-second voice sample into actionable clinical insights using Geometric Unified Learning (GUL) — the first mathematically grounded, explainable AI engine for early disease detection. Built on two decades of research, GUL detects cognitive, neurological, emotional, and physical health changes before symptoms appear, giving families, clinicians, and caregivers a new early-warning system that runs from any device.

### **Commercial Breakthrough:** \$31.5M Licensing Agreement Signed

Dasion has executed a \$31.5 million eldercare anomaly-detection licensing agreement, validating strong market pull and demonstrating that large care networks trust our explainable, privacy-native, low-compute AI platform. This milestone provides immediate revenue scale and accelerates adoption in hospitals, senior living, and government sectors.

### **The Problem**

Healthcare diagnoses disease too late. Clinicians are overwhelmed. AI tools remain black boxes, expensive to compute, and poorly trusted. Early detection needs to be continuous, noninvasive, and universally accessible — yet current systems fail to deliver it.

### **The Solution:** Geometric Unified Learning (GUL)

**Explainable:** Shows similar-case matches clinicians trust

**Efficient:** Needs only 2% of key data — ideal for large-scale deployment

**Privacy-native:** Automatic voice de-identification

**Universal:** Works via phone, tablet, kiosk, or telehealth. GUL converts voice into geometric biomarkers for real-time screening, monitoring, and clinical decision support.

### **Product Platform**

Four independently deployable, enterprise-ready products:

- NeuroGuard™ – concussion & TBI detection
- ElderCare™ – cognitive decline + anomaly detection
- NuroScript™ – automated clinical documentation
- VoiceSense™ – 24/7 voice-based companion with instant alerts

These products form a unified Data-to-Decision ecosystem with strong cross-selling and a powerful data flywheel.

### **Traction & Validation**

- \$31.5M eldercare licensing agreement
- NSF-funded research (I-Corps + SBIR)
- Advisors in neurology & emergency medicine
- 200+ customer-discovery interviews confirming eldercare as the highest-ROI entry point

### **Market Strategy**

- Non-regulated documentation (NuroScript) → immediate SaaS revenue
- Screening (FDA-exempt) → eldercare & hospital pilots
- Diagnostics (510k/De Novo) → large hospitals, DoD, insurance, and global health partners

### **Business Model**

- SaaS enterprise contracts
- Per-screening fees
- API licensing
- Strategic data partnerships
- High-margin, recurring revenue across multiple verticals.

### **The Team**

Founded by Dr. Weiqing Gu, former NSF & DTRA Program Director, inventor of GUL, and nationally recognized AI scientist. Leadership includes former executives from Optum/UHG, Amazon, and major hospital enterprise sales organizations.

### **Current Raise**

\$3M SAFE at \$12M cap, matching for \$3M non-dilutive funds

Funds will scale engineering, SOC2/HIPAA, pilot deployments, FDA preparation, and enterprise sales.



# Ibex Biosciences

**Value Proposition:** Ibex Biosciences develops in-house therapies from inception for critical unmet medical needs, beginning with malaria and chemo-resistant colon cancer—two of the world’s deadliest and most underserved diseases. Its IBX13 antibody cured malaria in animal models with a single dose, while its CD147-targeted ADC achieved 100% solid tumor eradication with no notable toxicity against chemo-resistant colon cancer with a single dose in animals. Both programs target billion-dollar markets with best-in-class preclinical results.

**Company Background:** Founded in 2015, **Ibex Biosciences** is a pre-clinical stage biotech company focused on high-mortality and high-need diseases with few effective treatments. Backed by nearly \$20 million in R&D investment, Ibex operates two labs in Maryland and has built a fully integrated, in-house development platform. Its pipeline spans oncology, infectious disease, neuroregeneration, and inflammatory conditions.

**Leadership Team: Vidal F. de la Cruz, PhD** – Chief Scientific Officer; 30+ years leading biotech R&D. He is the inventor of Peptide Phage Display Technology, a foundational innovation that contributed to the 2018 Nobel Prize in Chemistry awarded to Dr. George Smith.

**Michael J. Karlin, JD, MBA – Co-CEO;** 20+ years in biotech law, finance, and business leadership; member of NCI SBIR CEO Roundtable

**A. Murat Croci – Co-CEO;** two decades in early-stage biotech; U.S. Army veteran; co-inventor on multiple patents

**Products/Services:** Each year, malaria infects approximately 263 million people and causes around 600,000 deaths. Colon cancer results in about 1.9 million new cases and 930,000 deaths globally, with 20–35% of patients developing metastatic or chemo-resistant cancer, which is the main contributor to the high fatality rate.

**Technologies/Special Know-How:** First filed VHH antibody patent against the target CD147. No direct prior art exists for CD147-specific VHH constructs ahead of this filing.

**Market:** For colon cancer, Ibex targets patients who have become chemo-resistant or experienced recurrence—commonly referred to as refractory colon cancer—a segment valued at approximately \$13 billion. For malaria, Ibex’s single-dose therapy addresses both treatment and prophylaxis, within a global market estimated to exceed \$1 billion.

**Distribution Channels:** Not Applicable at this moment

**Competition:** There is no effective drug on the market for refractory colon cancer that meaningfully extends life expectancy, and there is no approved therapy that can cure malaria.

### Financial Projections (Unaudited):

	2024	2025	2026	2027	2028
Revenue	0	0	0	0	0
EBIT (dollars in thousands)	0	0	0	0	0

### Quick Facts

**Company Name:**  
**Ibex Biosciences, Inc.**

**Contact: Murat Croci, Co-CEO**

**Address: 12358 Parklawn Dr.  
Ste. 359 North Bethesda, MD**

**Phone: 301-761-1500**

**Email: invest@ibex.bio**

**Website: www.ibex.bio**

**Industry: Biotechnology**

**Bank: Citibank**

**Law Firm: Cooley Patents &  
Shulman Rodgers Corporate**

**Patents: Several Pending**

**Number of Employees: 12**

**Leadership Team: Vidal de la  
Cruz, CSO Murat Croci and  
Michael Karlin, Co-CEOs.**

**Amount of Financing Sought:  
\$10M as a Syndicate**

**Current Investors: Accredited  
Individuals and Founders**

## A New Physician Delivered Therapeutic for Dry Age-Related Macular Degeneration.

The i-Lumen® AMD System is an office-based, non-invasive therapeutic for intermediate to advanced dry AMD—a disease that leads to central field vision loss and is the leading cause of blindness in those over 55.

Our proprietary ocular stimulation therapy repolarizes retinal pigment epithelium (RPE) cells and restores photoreceptor cell function, improving visual acuity and slowing disease progression.

With commercialization projected in 2028 following FDA clearance, i-Lumen is raising a Series B round (\$35.0M) to fund its i-SIGHT2 Pivotal Trial (multi-country) and complete the development of a commercially-ready system.

### **i-Lumen Delivers Clinically Meaningful Vision Improvements (i-SIGHT study):**

- 54% improved BCVA by  $\geq 10$  letters and maintained improvement out to 12 mths
- 39% mean increase in ellipsoid zone (EZ) integrity (a mitochondria-rich layer that is an energy source for photoreceptor cells)
- 21% increase in photoreceptor cell light-processing speed
- 14% increase in signal strength generated by photoreceptor cells

No other energy-based therapy has demonstrated these levels of improved response in such a short period of time and sustained it through 12 months.

### **Dry AMD Market represents a huge Opportunity:**

- 200.0M people globally suffer with AMD, more than 20.0M in the US alone
- Dry AMD market projected to be \$68.0B by 2029

### **Established Acquisition Benchmark – \$850.0M Pre-Revenue Sale:**

- Alcon acquired LumiThera, Inc. for an estimated \$850.0M
- LumiThera's Velada is an inferior energy-based device therapy for dry AMD
- This acquisition underscores the industry's focus on energy-based therapies like the i-Lumen® AMD System, a scalable physician-based revenue model

### **Path to potential Exit in 2028:**

- i-SIGHT2 Pivotal Trial data availability – projected for mid-2027
- Submission to FDA for market clearance – projected for late 2027
- Re-engage ophthalmology targets (Alcon, B+L, J&J, etc.) – projected for 2028

## **i-Lumen represents an investment opportunity in ophthalmology with a projected exit in 2028.**

**Contact:** John VeLure (CEO/President)

**Address:** 3800 American Blvd. West, Ste. 1500 Bloomington, MN 55431

**Phone & Email:** 952-240-6023 / jvelure@i-lumen.com

## Quick Facts

### **Company Name:**

i-Lumen Scientific, Inc.

**Industry:** Ophthalmology

**Domain:** Medical Device

**Target Market:** Dry Age-Related Macular Degeneration

### **General Counsel & Patent:**

Fox & Rothschild

29 US Patents, 3 CN Patent, 3 EU Patent, 2 AU Patent

**Auditor:** Baker Tilly US, LLP

**Series B Funding Round:** \$35.0 M

### **Current Investors:**

Bios Partners (lead investor), MedFocus, and Alafi Capital

### **Use of Funds:**

i-SIGHT2 Pivotal Study, Develop Commercially-Ready System, FDA Market Clearance, Reimbursement

### **Deal Terms:**

Series B Funding Round  
Convertible Preferred Stock  
8.0% Cumulative Dividend  
Share price: US\$1.35

### **Valuation:**

Pre-money: US\$31.5M  
Post-money: US\$69.3M

### **Investment Options:**

Direct: US\$500K minimum  
SPV: US\$50K minimum

### **Key Leadership Team:**

John VeLure (CEO/President)  
Meredith Mundy (Research)

### **Industry-based Board Members:**

Robert Warren (Alcon)  
Stella Robertson (Alcom)

[www.i-lumen.com](http://www.i-lumen.com)



## Prevent Food Allergies... EarliOn™

# Near-term physician and consumer products launch into new multi-billion markets, therapeutics provide blockbuster upside

### Problem

#### Prevalence of food allergies continues to rise unabated - Intrommune addresses food allergies before they manifest

- **Growing epidemic:** Over 220 million people globally with food allergies, 33 million in the U.S.
- **Limited options:** Existing product offerings comprised solely of foods - inconsistent implementation, poor adherence
- **Significant unmet need:** Increased risk for severe health events and lifestyle impacts, with no cure

### Our Solution

#### EarliOn Food Exposure Supplements and Physician Kits: Ending the food allergy epidemic

- **Novel approach:** Consumer products formulated with precise amount of food allergens provides consistent exposure when it matters
- **Broad application:** Exposure to multiple food allergens (peanut, cashew, walnut, hazelnut) occurs concurrently with tooth brushing
- **Extensive IP protection:** 53 patents to date covering multiple oral care formats and all food allergens
- **Compounding kit:** Enables physicians to provide easy and convenient exposure using toothpaste

### What Makes Us Different

#### Delivers allergens during critical early-life window while removing impediments to early and consistent food exposure

- **Benefits physicians:** 93% of physicians understand early introduction guidelines, but only 30% implement - by simplifying food introduction, care improves, time constraints are alleviated, and revenue streams expand
- **Benefits patients:** Ensures daily exposure to allergenic foods while encouraging a consistent brushing routine
- **Enhanced usability:** Designed first-in-class oral mucosal delivery system embedded in a fully functional toothpaste
- **Reduces adoption barriers:** Saves time and effort while minimizing parental fears around ingestion, choking risk, and fussy eating

### Opportunity

#### Opportunity for early participation in a technology with an expected high ROI

- **Accelerated go-to-market:** Based on state law and FDA discretion around “early introduction” products for patients at risk of food allergy
- **Substantial market potential:** EarliOn™ targets a serviceable obtainable market segment worth \$270 million of overall \$13 billion market
- **Minimal funding required:** Existing OMIT platform and previous formulation know-how significantly reduces time to market
- **FDA product pipeline:** Continuing developments of prescription therapeutics with next-gen product candidates including multi-food and orphan indication for red meat allergy
- **Partnerships:** Multiple discussions ongoing, potential to collect data and gamify with Bluetooth-enabled power toothbrushes

### Backed by an Experienced Team

Successful track record of bringing innovation to market, including biotech, pharma, and allergy markets

## Intrommune is Seeking \$4 Million

Physician kits & early exposure products drive near-term revenue, prove business case and ultimately scale our therapeutic pipeline



**THE PATENTED, SAME-DAY  
FULL-ARCH SOLUTION FOR A  
SILENT ORAL HEALTH EPIDEMIC**



## A NATIONAL EPIDEMIC

- 36M Americans live without functioning teeth
- Unsatisfying options:
- Dentures: cheapest fallback → lifetime of discomfort, poor function, repeated replacements
  - All-on-X costs: \$50–80K / \$100k over lifetime → Less than 3% can afford it

## MARKET OPPORTUNITY

- U.S. full-arch market available to doctors: \$500B
- Practices +\$860K–\$1.2M additional revenue per year
- Serviceable obtainable market for Stabili-Teeth: \$475M / year

# THE STABIL-TEETH® SOLUTION

## DENTISTRY NEEDS THIS

- Patients want fixed, functional, beautiful teeth at a reasonable cost
- Dentists need a simpler, faster, more profitable solution than All-on-X
- Until now, no option existed that was both clinically elite and economical for more patients

## A BETTER SOLUTION

### Doctors:

1.5–2 hour procedure,  
~\$4,000/hour, 75% gross  
margins

### Patients:

50–70% lower cost,  
immediate functional teeth,  
premium aesthetics

## BUSINESS MODEL

- Stabili-Teeth® educates and provides ongoing support to both doctors and staff utilizing both its patented clinical solutions and best in class patient engagement practices.
- Licensing & Royalties: subscription + case royalties
- Training Academy: live & 24/7 online clinical + business education
- Strategic Partnerships: Henry Schein, BioHorizons (implants), Roe Dental Lab (prosthetics)
- Patient Acquisition Support (PAS): 5–8x annual revenue growth from practices

## TRACTION TO DATE

- From 18 practices (2023) → 65 practices today with \$1 million in yearly revenue run rate
- Over 4,000 arches completed
- Forecasted profitability by 2026

## INVESTMENT SUMMARY

**JOIN OUR SERIES B FUNDING TO  
EMPOWER A NEW ERA IN DENTISTRY**

**Raise:** \$7M preferred shares (minority position)

**Pre-Money Valuation:** \$17.5M

**Use of Funds:** Facilities, staffing, new products

**Forecast:** Positive cash flow and profits in 2026. 140% revenue growth.

**Exit:** Targeted exit or partial liquidation in 2028

## THE EXECUTIVE TEAM



**Bari Medgaus**  
Founder, President  
& CMO

25 years in media/brand  
partnerships (GQ, Elle)



**Jason Babik**  
CEO

28-year career in  
finance, M&A, global  
strategy



**Dr. Dale Spadafora**  
Chief Clinical Officer

AGD Master (<1%) and  
ICOI Diplomate,  
Misch-trained and  
nationally awarded for  
full-arch excellence.

### CONTACT:

**Jason Babik- CEO**  
[jbabik@stabili-teeth.com](mailto:jbabik@stabili-teeth.com)

**Bari Medgaus – Founder, President & CMO**  
[bari@stabili-teeth.com](mailto:bari@stabili-teeth.com)



protecting our aging parents online takes a village

### Company Details

- HQ in Metro San Diego, CA.
- 3 employees + contractors.

### Leadership

#### Lon White, co-founder & CEO

- 20+ years security industry leadership.
- Fortune 500 & entrepreneurial track record.

#### Lou Friedmann, co-founder & CMO

- 30+ years founding CMO & SaaS veteran.
- Grew 2 startups to IPO & 5 to Inc. 500.

#### Identity Cloaked / NDA, co-founder & CTO

- 25 years Series A SaaS & Fortune 500.
- Diversified tech stack expert incl. Cloud & AI.

### Traction

- Successful 6-month pilot w / 50 ICP's.
- 500,000+ scams already prevented from reaching seniors.
- 7 strategic channel partnerships in progress.

### Highlights

- \$13.2B Total Addressable Market.
- \$66M Serviceable Addressable Market representing just .5% of TAM.
- Leadership has collective 50+ years in SaaS and 80+ years of individual domain expertise.
- Advisors are marquee names in SaaS, Tech, Finance, CPG & Security.

### Opportunity

- MVP already live, market-tested and operationally ready for national distribution.
- Significant B2B channel partnerships in development to drive scaling @ low CAC.
- Proven leadership team with winning record together.

### Fundraising & Investors

- 40% of \$1M Pre-Seed round now committed from domain-relevant investors.
- \$600K currently available for SAFE investment.

### Investor Contact

Lon White  
co-founder & CEO  
847-769-3044 (mobile)  
Lon@villari.life  
www.villari.life



Visit our investor page

### Overview

Villari is transforming digital safety for aging adults by modernizing how families protect seniors online. Villari's patent-pending launch platform delivers real-time scam blocking and caregiver-controlled protections that close a major gap in online safety - defining a new category that safeguards both data and dignity while giving peace of mind to more than 53 million adults caring for 80 million aging parents.

### Business Case

#### Problem: America's most targeted online are the least protected

Last year, U.S. seniors lost almost \$5 billion to scams, a 43% increase from the year before and more than all other age groups combined. Seniors are targeted because they've built up savings, often live alone, may not be as comfortable with technology - and have been completely overlooked by existing cyber security solutions.

#### Villari Solution: Senior-Specific SaaS Protection

Villari is the first cybersecurity app designed specifically to protect seniors before harm occurs. Villari installs in less than a minute and runs on iOS, Android, and Mac. Once installed, it becomes a loved one's digital traffic cop, blocking scams, malicious links, and dangerous emails before vulnerable seniors can even click. It's real-time protection that preserves independence and dignity. Responsible Family Members (RFM's) receive access to the Villari Peace of Mind Portal to customize security settings and receive alerts. Our launch MVP will be supplemented by comprehensive suite of additional product innovations in Year One, all carefully vetted and tested by our kitchen cabinet of ICPs.

#### How Villari Protects & Helps Seniors

- ✔ Instant threat prevention from fraud, scams and malicious content.
- ✔ Preserves dignity & independence online - no need to take away devices.
- ✔ Specifically designed to stop the scams and tactics that target seniors.

#### How Villari Helps Families Protect their Seniors

- ✔ Fully customizable protection tailored to a loved one's unique needs.
- ✔ Real-time visibility into online security threats and trends & reduced worry.
- ✔ Simple setup and management through the Villari Peace of Mind Portal.

### Compatibility

Existing Platforms	Coming Soon
  	 

### Multiple Growth Paths

B2C	B2B
single user & family plans \$25 / \$30/ \$55	enterprise white-labeled solutions annual & multi-year pricing

- Blended B2C/B2B model positions Villari to reach \$750K to \$1.2M ARR in 2026 with strong visibility, scalability and repeatable growth.
- Poised for category leadership & 8-12x SaaS valuation in 24-36 months.
- B2C drives early revenue, B2B drives rapid scale.
- Pricing & Product-Market Fit validated with both channels.

Seeking mission-aligned investors to fuel our aggressive growth and innovation pipeline

# Our Partners



## FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

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



## REFRACTION

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.



## FORVIS MAZARS

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



## NEXT powered by SHULMAN ROGERS

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



## 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).

# Our Partners



## **NORTHERN VIRGINIA TECHNOLOGY COUNCIL**

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



## **NORTHERN VIRGINIA CHAMBER**

The Northern Virginia Chamber, the Voice of Business in Northern Virginia™, represents over 650 local employers with more than 500,000 regional employees. The Northern Virginia Chamber is the leader in advancing innovative solutions to the region's priorities in transportation, education, workforce, and economic opportunity. For 90-plus years, the Northern Virginia Chamber has been working hand-in-hand with companies in the region to build a strong business community.



## **INES LEBOW, Founder and Principal, Enterprise Transformation Solutions**

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.



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