THE GEORGE WASHINGTON UNIVERSITY
OFFICE OF INNOVATION AND ENTREPRENEURSHIP

9TH ANNUAL
GW new venture competition

HIGHLIGHTS

APRIL 20, 2017

Office of the
Vice President for Research
Thanks to the generosity of our sponsors and volunteers, GW is able to provide an educational experience to participating students that helps them take their ideas, research, and passions out of the classrooms and labs and transform them into viable business ideas that can be implemented in the real world. Using the Lean Startup approach, our student teams are encouraged to “get out of the building” and test their burgeoning business models with empirical evidence. The skills developed through these experiential educational opportunities will carry GW students forward and prepare them for success in future innovative endeavors wherever life takes them, whether it involves launching a high-tech startup, developing a new product line, championing a social cause, or introducing a new government policy.

The GW New Venture Competition Finals is the culmination of an academic-year-long series of workshops, advising sessions, speakers, active mentorship, networking events, and pitch events on new venture creation. Starting in September, hundreds of students get their first taste of an entrepreneurial experience at the Entrepreneurship Kickoff. Throughout the fall, they learn from successful and seasoned entrepreneurs during a series of workshops and mentor networking events. They hone their craft at the annual Pitch George Competition, and in that test, they learn valuable, and sometimes humbling, lessons. Through this experience, students begin to think more deeply and creatively about what it means to bring their ideas to fruition, and by the start of the new year, the GW students who started on this path are more self-assured, confident and primed to enter the New Venture Competition.

This year was another banner year for the Competition. In January, 116 first-round teams entered from all of the GW schools. From those initial submissions, 12 teams made it to the GW New Venture Competition Finals. While the finalists and semi-finalists competed for over $300,000 in cash and in-kind prizes, the participants on all 116 teams gained precious experience in trying to turn an idea into a venture that can create value for others.
$1,203,000

TOTAL PRIZES AWARDED

TOTAL PRIZES BY YEAR

2009 $30,000 2010 $30,000 2011 $50,000 2012 $75,000 2013 $90,000 2014 $122,000 2015 $209,000 2016 $274,000 2017 $313,000

PARTICIPATION FROM ALL GW SCHOOLS 10

ACTIVE MENTORS* 134

SEMFINAULT TEAMS MENTORED* 251

COMPETITION TRACKS 3

TOTAL CASH PRIZES

2017 CASH PRIZES

including Best Undergrad, Veterans, International and High-Tech, plus In-Kind prizes.

LIVE STREAM VIEWS

US Bangladesh Ireland Pakistan India Spain Israel Malaysia Canada Poland Belarus Korea Ukraine China Germany Turkey

BY THE NUMBERS

CASH PRIZES

AWARDS AMOUNT WINNER

1st Place $15,000 Urgent Wellness

2nd Place $10,000 Berg Bites

3rd Place $5,000 Berg Bites

4th Place $2,500 The Pocket Palette

All Finalists $60,000 12 Finalists

Blank Rome’s Best Undergraduate Venture $10,000 Berg Bites

Best International Venture $7,500 Agaport

Kulkarni Prize for Best Technology-based Venture $7,500 Bernik

Best Interdisciplinary Venture $5,000 Agaport

Sustainable Energy and Infrastructure Prize $5,000 Clean Condense

Opportunities LLP Clean Energy Venture Prize $5,000 Trident Innovations

Audience Choice Award $1,000 KnoNap

Quality Support, Inc.’s Veterans Prize $5,000 Corkboard

AARP Foundation’s Older-Adult Focused Innovation $5,000 Urgent Wellness

Total Cash Prizes $147,500

IN-KIND PRIZES

Vistaprint Digital Premium Website Package $26,100 All NVC participants

Audient Marketing Platform & Onboarding Package for 6 Months $24,000 Berg Bites

Blank Rome Legal Services $15,000 Bernik, The Pocket Palette, Urgent Wellness

AdvantEdge Business Centers Co-Working Space for 6 Months $13,000 Blackbook

Hera Hub DC Co-Working Membership for 6 Months $12,000 The Pocket Palette

General Assembly Tuition Credits $10,700 Urgent Wellness; All NVC Participants, Servify

Arvex Creative Online Certificate Codes for On-Demand Projects $10,000 The Forgotten Fruit

Genti MIP Development & Execution Plan Support $10,000 Signout

WeWork Office Space & Membership for 6 Months $8,940 Givebutter

CPS/YSTC Co-Working Space for 6 Months $8,000 Clean Condense

MakeOffices Membership & Co-Working Space for 6 Months $7,600 drwr

Refraction Community membership for 6 months $4,600 Fourth Wave Studios

TechShop Class Packages $3,700 Opal: Medical Equipment Management Systems, dis-ABILITY, Journametry

Eastern Foundry Membership for 6 Months $3,000 Trident Innovations

iStrategy Labs Custom Lab Consultation $3,000 KnoNap

Social Driver Half-Day Pay-Up Innovation Lab $3,000 Agaport

99 Designs Graphic Design Services $1,200 Urgent Wellness, Berg Bites, Agaport

SEED SPOT Evening Program Admissions $1,000 V-Fashion

Cove 5 Single-day Passes $900 All Top 12 Finalist Teams

Marie Rudolph, Co-founder of the Military Bowl, 4 Tickets to the Military Bowl $500 Corkboard

Total In-Kind Prizes $166,240

Total Prizes $313,740
URGENT WELLNESS

Urgent Wellness provides community-placed, community health worker-operated telemedicine and medical vending machines that reduce costs while improving health for vulnerable populations.

John Barabino
Luigi Leblanc
Freya Spielberg, SPH ’92
Aubrey Villalobos, SPH ’21
Amy Millman, Mentor

CASH PRIZES
- 1st Place Prize ($15,000)
- AARP Foundation’s Older-Adult Focused Innovation ($5,000)
- Finalist ($5,000)

IN-KIND PRIZES
- General Assembly, Tuition Credit ($10,700)
- 99designs, Graphic Design Services ($400)
- Cove, One Month Free Planning ($315)
- Vistaprint Digital, Premium Website Package ($225)

BERG BITES

With heart healthy oats, Omega 3 powerhouses like chia/hemp seeds, Berg Bites are the guilt free snacks that are sinfully delicious!

Daniel Berg, GWSB ’18
Marguerite Bottorff, Mentor

CASH PRIZES
- 2nd Place Prize ($10,000)
- Blank Rome’s Best Undergraduate ($10,000)
- Finalist ($5,000)

IN-KIND PRIZES
- Audienti, 6-months of access & set-up ($24,000)
- General Assembly, Tuition Credit ($10,700)
- 99designs, Graphic Design Services ($400)
- Cove, one free month planning ($315)
- Vistaprint Digital, Premium Website Package ($225)

AGAPORT

Agaport will be the first online platform to search, compare, and book storage space in Freeports, located within free trade zones.

Joshua Pulman, GWSB ’17
Mimi Shojal, CCAS ’17
Tatiana Seikaly, CCAS ’17
Cary Toor, Mentor

CASH PRIZES
- 3rd Place Prize ($5,000)
- Best International Venture ($7,500)
- Best Interdisciplinary Venture ($5,000)
- Finalist ($5,000)

IN-KIND PRIZES
- General Assembly, Tuition Credit ($10,700)
- 99designs, Graphic Design Services ($400)
- Cove, One Month Free Planning ($315)

THE POCKET PALETTE

The Pocket Palette: A single-serve makeup kit that empowers women to focus on priorities and stop carrying bulky bags.

Lynda T.C. Peralta, GWSB ’17
Kathy Korman Frey, Mentor
Carrie Rich, Mentor

CASH PRIZES
- 4th Place Prize ($2,500)
- Finalist ($5,000)

IN-KIND PRIZES
- Hera Hub DC, Co-Working Membership for 6 Months ($12,000)
- General Assembly, Tuition Credit ($10,700)
- Blank Rome, Legal Services ($5,000)
- Cove, One Month Free Planning ($315)
- Vistaprint Digital, Premium Website Package ($225)
OTHER FINALISTS

BERNIK
A heads-up display for motorcycles that projects critical information in the rider’s forward vision including rear view visibility and blind spots.
Nikolobas Beratlis, SEAS '01
Natalia Clementi, SEAS ’19
Karl Ginter, Mentor

FOURTH WAVE STUDIOS
Fourth Wave Studios builds augmented reality apps which make education material more visual and interactive than ever before.
Joseph Schiarizzi, SEAS ’18
Karl Grover, Mentor

GIVEBUTTER
Givebutter is a social crowd funding platform for student organizations and nonprofits with a mission of inspiring people to give back.
Liran Cohen, SEAS ’18
Max Friedman, GWSB ’17
Ari Krasner, ESIA ’18
Tom Raffa, Mentor

KNO-NAP
KnoNap is a one-of-a kind discreet napkin that tests for the presence of date rape drugs in beverages.
Cohen Eberhardt, CCAS ’17
Danya Sherman, ESIA ’19
Connor Varley, SEAS ’18
Jesse Konig, Mentor

CLEAN CONDENSE
We provide gardeners and growers with clean water to run their operations, in both an affordable and environmentally friendly way.
Charles Bayard Carlson, GWB ’18
Spencer Legred, CCAS ’17
David Meehan, GWB ’17
Dennis Marquis
Karl Ginter, Mentor

drwr
drwr is an antiques and collectibles e-commerce platform. It improves buyer/seller experience through a user-generated taxonomy system.
James Carbone, GWB ’19
Rowland Zhang, ESIA ’16
Bob Smith, Mentor

CASH PRIZES
• Finalist ($5,000)

CASH PRIZES
• Finalist ($5,000)

CASH PRIZES
• Finalist ($5,000)

CASH PRIZES
• Finalist ($5,000)

CASH PRIZES
• Finalist ($5,000)

OPAL: MEDICAL EQUIPMENT MANAGEMENT SYSTEM
Opal is a comprehensive equipment management system that delivers the power and efficiency of condition-based maintenance to the healthcare sector.
Connor Roberts, SEAS ’17
Shehnaz Pancholi, Mentor

TRIDENT INNOVATIONS
By implementing an innovative portable water desalinator, Trident Innovations aims to alleviate human health impacts from unclean drinking water.
Adrian Britt, CCAS ’17
Thomas Garvis, SEAS ’17
David Sullivan, CCAS ’17
Ed Martinez, Mentor

CORKBORD
Corkbord is an Online marketing system designed for local businesses to spread the word about unique events across multiple channels.
Luke Bogacz, GWB ’19
Trevor Ewen
Wayne Kifshitz, Mentor

CASH PRIZES
• Opporune Clean Energy Prize ($5,000)
• Finalist ($5,000)

CASH PRIZES
• Finalist ($5,000)
• Audience Choice Award ($5,000)

CASH PRIZES
• Finalist ($5,000)

CASH PRIZES
• Finalist ($5,000)
• Quality Support Inc, Veteran’s Prize ($5,000)

OTHER CASH PRIZE WINNERS

THE FORGOTTEN FRUIT
We create delicious snacks using misshaped produce discarded by our agricultural system, to increase revenue for farmers and decrease waste.
Larry Gibbons, GWB ’16
Stephanie Westhelle, GWB ’17
Lisa Mavrogiannis, Mentor

OTHER FINALISTS

NOT PICTURED: David Meehan

NOT PICTURED: Luke Bogacz
MENTORSHIP

Among the broad range of services that GW provides to its aspiring entrepreneurs, the most valuable is mentorship.

Over the years, the GW Office of Innovation and Entrepreneurship (OIE) has gathered a community several hundred successful entrepreneurs, investors, technologists, and other business professionals who volunteer their time to support the GW entrepreneurship community. Some serve as guest speakers and judges in our competitions, but most serve as mentors.

There are multiple ways that mentees can connect with these prospective mentors.

In the fall, the OIE holds its structured networking event, called the 100 Mentor Match-up. Throughout the academic year, any GW student who wants a mentor can get connected to one through OIE.

Also, as a formal part of the New Venture Competition, all 36 semifinalist teams were matched with a mentor who worked with them over a 6-week period in March and April.

Finally, OIE engages a cadre of Mentors-in-Residence (MIRs) who are available on campus every day. The MIRs are experienced entrepreneurs who provide ready access to advice, guidance, and connections. The primary goal of the MIR program is to engage GW students, faculty, and staff with seasoned entrepreneurs and business executives with a wide range of industry experience.

This year’s Mentors-in-Residence are Daron Coates, Karl Ginter, C’pher Gresham, Carrie Rich, and Grant Warner. We also continue to have great support from previous MIRs, Randy Graves, Annamaria Konya-Tannon and Bob Smith.

VENTURE | MENTOR
--- | ---
Acta | Subodh Nayar, Market Development, WaterSmart Software
Agaport | Cary Toor, President and Founder, T-Ventures
Arete Case Management Solutions | Jose Laguna, Co-Founder, Coworkers.com
ASC Connect, LLC | Bob Smith, Director, FedTech Program
Berg Bites | Warren Brown, Founder/Owner, CakeLove
Bernik | Karl Ginter, President & CEO, Inspyris
Blackbook | Henrik de Gyor, Chief Consultant, Another DAM Consultancy
Clean Condense | Karl Ginter, President & CEO, Inspyris
CoLawyer | Sebastian Fainbraun, Managing Partner, Streetsense Capital

MENTORSHIP (CONT.)

Corkbord | Wayne Kifshitz, VP, LifecycleVC
DefibNow | Jill Carrie, President, CO3 Business Design
Diabuddy | Matt Mandell, Director of Digital Engagement, Imagine Business Development
dis-ABILITY | John Rollins, Founder, GW New Venture Competition
drwr | Randy Graves, President, Graves Technology Inc.
Engaged Minds | Andy Cutler, Founder, Smaller Cities Unite!
Fourth Wave Studios | Karl Grover, CEO, Brand Reservoir
Givebutter | Tom Raffa, Founder and CEO, Raffa, P.C.
Journeyure | Melanie Fedri, Social Entrepreneurship Consultant
KnoNap | Jesse Konig, Co-Founder, Swizller
Legatto | Rodney Lake, CIO, The Benvol Group
Mynd | Bob Smith, Director, FedTech Program
Postopia, Inc. | Marty Kazubowski, Executive Director, Center for Enterprise Innovation, Old Dominion University
Rosemont Horticultural | Zarko Palankov, Founder, Lead In
Servify LLC | Tatiana Bertolo-Blanco, Marketing Business Development Consultant, Export-Import Bank of the United States
Sheppard | Yasmine Lalani, Senior Operations Analyst, MPOWER Financing
Shepard | Marty Kazubowski, Executive Director, Center for Enterprise Innovation, Old Dominion University
Signout | Agustin Ramos, CEO, Cada Healthcare
SleepAlert | Karl Grover, CEO, Brand Reservoir
The Forgotten Fruit | Lisa Mavrogeanis, Program Manager, Department of Veteran Affairs, Office of Policy & Planning
The Pocket Palette | Kathy Korman Frey, Entrepreneur, Founder & CEO, The Hot Mamas Project
Trident Innovations | Carrie Rich, CEO, The Global Good Fund
UMa | Rajan Trivedi, Director of Business Development and Strategic Partnerships, Mobi-Changa Limited
Urgent Wellness | Amy Millman, President, Springboard Enterprises
USACA | Ed Martinez, President & CEO, Xpedir Corp.
V-Fashion | Rohan Bose, Digital Product Manager, Capital Group
Vita Vita: Live Life | Scott Garber, Senior Business Strategist, Corporate Strategy & Development, Serco
The VIP dinner was held on April 19, 2017 at the Ritz Carlton in Washington, DC for all sponsors and honored guests of the New Venture Competition.

2017 HIGHLIGHTS

VIP DINNER

Judge provide invaluable support to the GW New Venture Competition. Their experience and insight are critical to moving the best teams forward in the competition, and each year participants report that the judges’ comments and scoring feedback is one of the most valuable parts of their experience.

Kasim Ahmad
Venture Coordinator, Johns Hopkins Technology Ventures

Doug Atkinson
Vice President of Sales and Business Development, Marvell Semiconductor

Tsega Belachew
Change Manager, Ashoka

Jonathan Butler
Senior Program Associate for Service and Social Innovation, Honey W. Nashman Center for Civic Engagement and Public Service

Marie Capp
Co-Founder & COO, Matt & Marie’s Modern Italian

Stephanie Chin
Manager of Economic Mobility & Education, United Way Worldwide

Peter Chun
VP, Platform Partnerships and Strategy, SocialCode

Joe Cohen
VP, Strategic Alliances, Riverbed Technology

Jessica Collison
Head of Products & Training, Cotential

Robert E. Connors
Health IT Research Administrator, Laulima Government Solutions

Henrik de Gyor
Chief Consultant, Another DAM Consultancy

Minha Do
Lead Engineer, Booz Allen Hamilton

Richard Donnelly
Associate Professor of Information Systems and Technology Management, GWSB

Rick Ducey
Managing Director, BIA/Kelsey

Aaron Emmel
Manager of Global Health Advocacy Initiatives, American Academy of Pediatrics

Shane Farthing
Principal, Four Sparrows, LLC

Melanie Fedri
Social Entrepreneurship Consultant

Jonathan Fichman
President, C-Anax Ventures and Advisory

Kathy Korman Frey
Founder, The Hot Mamas Project / Managing Director, Vision Forward

Natalie Gould
Director of Operations, Washington Leadership Academy Public Charter School

Karl Grover
CEO, Brand Reservoir

Carl Gudenius
Deputy Chair and Producer, Dept of Theater and Dance, The George Washington University

Emily Halpern
Innovation Specialist, GW Hillel

Don Hawk
Executive Director & Co-founder, TechTarget

Mitchell Herman
President, Dana Creative Concepts

James Hukenpahler
Technical Support Specialist, The George Washington University

Gregg Jackson
Professor Emeritus, GSEHD

Erin Janklow
Founder and CEO, Entrada: Employer Sponsored Learning

Chad Jordan
Co-Founder and CEO, Arrow Global Capital

Maureen Joudrey
Operations & Systems Manager, GenB

Jon Judah
Vice President, Strategy, Huge

Steve Kamp
Consultant & Educator, Retired Banker & Professor

Jan Klein
CFO, MCT Worldwide LLC

Daniel Koffler
President, K3 Learning, Inc.

Jesse Konig
Co-Founder & Professor of Swizzology, Swizzler

John Kostak
Director, Global Vertical Marketing, Broadsoft / Adjunct Professor, GWSB

Andrew Lewis
Partner, KPMG LLP

Justin Lichtenstaedter
Business Experience Designer, Deloitte Digital

Daniel Lieberman
Professor and Vice Chair for Clinical Affairs, Department of Psychiatry and Behavioral Sciences, The George Washington University

Rick Ducey
Managing Director, BIA/Kelsey

Aaron Emmel
Manager of Global Health Advocacy Initiatives, American Academy of Pediatrics

Shane Farthing
Principal, Four Sparrows, LLC

Melanie Fedri
Social Entrepreneurship Consultant

Jonathan Fichman
President, C-Anax Ventures and Advisory

Kathy Korman Frey
Founder, The Hot Mamas Project / Managing Director, Vision Forward

Natalie Gould
Director of Operations, Washington Leadership Academy Public Charter School

Karl Grover
CEO, Brand Reservoir

Carl Gudenius
Deputy Chair and Producer, Dept of Theater and Dance, The George Washington University

Emily Halpern
Innovation Specialist, GW Hillel

Don Hawk
Executive Director & Co-founder, TechTarget

Mitchell Herman
President, Dana Creative Concepts

James Hukenpahler
Technical Support Specialist, The George Washington University

Gregg Jackson
Professor Emeritus, GSEHD

Erin Janklow
Founder and CEO, Entrada: Employer Sponsored Learning

Chad Jordan
Co-Founder and CEO, Arrow Global Capital

Maureen Joudrey
Operations & Systems Manager, GenB

Jon Judah
Vice President, Strategy, Huge

Steve Kamp
Consultant & Educator, Retired Banker & Professor

Jan Klein
CFO, MCT Worldwide LLC

Daniel Koffler
President, K3 Learning, Inc.

Jesse Konig
Co-Founder & Professor of Swizzology, Swizzler

John Kostak
Director, Global Vertical Marketing, Broadsoft / Adjunct Professor, GWSB

Andrew Lewis
Partner, KPMG LLP

Justin Lichtenstaedter
Business Experience Designer, Deloitte Digital

Daniel Lieberman
Professor and Vice Chair for Clinical Affairs, Department of Psychiatry and Behavioral Sciences, The George Washington University
QUARTER FINAL JUDGES (CONT.)

Matt Lindsay  
Senior Executive Director, Digital Strategy & Engagement, Division of Development & Alumni Relations, The George Washington University

Matt Mandell  
Principal, Mandell Enterprises

La'Tauja Martin  
Founder/Engineer, Employee Rapport Database (ERD)

Dave Mathison  
Pediatric Emergency Physician, Mid-Atlantic Regional Medical Director / Adjunct Professor, PM Pediatrics / GW

Lisa Mavrogianis  
Program Manager, Department of Veterans Affairs, Office of Policy and Planning

Kevin May  
Co-Founder, GenB

Karaneer Mohan  
Co-Founder / CTQ, Kofa

David Moore  
Patent Agent, USPTO

Adam Nelson  
Director, International Strategy and Business Development, American Alliance of Museums

Arne Newman  
Energy and Sustainability Consultant

Zarko Palankov  
Founder, Leadin

Jesse Pines  
Professor of Emergency Medicine and Health Policy & Management, The George Washington University

Vincent Purcell  
Fract End Developer, UX/UI Designer, emocha Mobile Health Inc.

Michael P. Reyes  
Financial Advisor, Merrill Lynch Wealth Management

Lisa Rosenthal  
Chief Executive Officer, Mayvin

Marie Rudolph  
Executive Director, Athletics United for Social Justice

John Samuel  
Head of Product, Movement Capital

Margaret Scadden  
Executive Director, Ponte Consulting

R. Matthew Scherer  
Partner, Rockland Advisory Group, LLC

Mary Schoonmaker  
Assistant Professor of Marketing and Entrepreneurship, College of Business, Western New England University

Andy Seligman  
President, Royal Traveler

Stephen Sellick  
Managing Director, Gnanus Advisors LLC

Ting Shih  
Founder and CEO, ClickMedix

Randy Short  
Business Analyst, Capital One

Saud Siddiqui  
Co-Founder, SketchyMedical.com / Emergency Medicine Resident Physician, The George Washington University

Elizabeth Sigety  
Attorney at Law, Fox Rothschild LLP

Neal Sikka  
Associate Professor of Emergency Medicine, GW Medical Faculty Associates

Marty Silber  
Adjunct Professor of Clean Tech, The George Washington University

Alex Simon  
Co-Founder, YNG Ventures

George Solomon  
Associate Professor of Management, The George Washington University

Volker Sorger  
Assistant Professor of Engineering, The George Washington University

Todd Stave  
CEO, Blue Vigil

Mitch Stevens  
CEO and President, Union Plus

Richard Stroupe  
CEO, Sequoia Holdings, LLC

Lillian Ting  
Associate, Select Venture Partners

Etienne Toussaint  
Visiting Associate Professor of Clinical Law & Friedman Fellow, GW Law School

Seth Tropper  
Entrepreneur

Joe Weedon  
Executive Director, Companies for Causes

Kristin Weiss  
Founder, Roselanet

Matt Wilkins  
Adjunct Professor, The George Washington University

Steven Witt  
Partner and Co-Founder, DataTrib

Jason Zara  
Associate Professor / Associate Chair for Academic Affairs, Department of Biomedical Engineering, GW

Ellen Zavian  
Professor & Business Consultant, The George Washington University / EZ Negotiation Institute

PRIZE WINNERS

Paul Economon  
Partner  
FisherBroyles

Amit Garg  
Director  
Berkeley Research Group

Jonathan Hakakian  
Managing Director  
SoundBoard Angel Fund

Hormoz Hekmat  
Partner  
2-Marks, Inc.

SEMICINAL ROUND JUDGES:  
TECHNOLOGY VENTURES TRACK

Paul Economon  
Partner  
FisherBroyles

Amit Garg  
Director  
Berkeley Research Group

Jonathan Hakakian  
Managing Director  
SoundBoard Angel Fund

Hormoz Hekmat  
Partner  
2-Marks, Inc.

Prashant Kothari  
CEO & Founder  
String Real Estate Information Services

Elma Levy  
Co-Founder & Chair of the Board  
Dovel Technologies

Mike Provance, PhD  
Managing Director  
Growth Kinetics

From Left to Right: Elma Levy, John Rollins, Prashant Kothari, Tom Russo, Mike Provance, Amit Garg, Paul Economon, Jonathan Hakakian, Junaid Shams, Hormoz Hekmat

John Rollins  
Founder  
GW New Venture Competition

Tom Russo  
Assistant Vice President for Corporate Research  
The George Washington University

Junaid Shams  
Co-Founder and CEO  
Rooam
2017 HIGHLIGHTS

**SEMIFINAL ROUND JUDGES: NEW VENTURES TRACK**

From Left to Right: Ken Chaletzky, Rich DiPippo, Matt Flanagan, Bill Quinn, Michael Spitalney, Brian Herman, Thomas Sanchez

Ken Chaletzky  
President & CEO  
Copy General

Rich DiPippo  
Relationship Manager  
The Meltzer Group

Matt Flanagan  
Partner  
Opportune LLP

Brian Herrman  
President  
China-America Healthcare Partners

Thomas Sanchez  
Founder & CEO  
Social Driver

Bill Quinn  
President  
Fast4ward Capital Group, Inc.

Michael Spitalney  
Founder & Managing Director  
MarginEdge

**SEMIFINAL ROUND JUDGES: SOCIAL VENTURES TRACK**

From Left to Right: Anna Cosani, Peter Chun, Anastasia Kessler-Dellaccio, Ryan Ross, Michele Rivard, Amit Garg

Peter Chun  
Vice President, Platform Partnerships and Strategy  
SocialCode

Anastasia Kessler-Dellaccio  
Director of Public Affairs  
Eastern US and Canada, WeWork

Michele Rivard  
Fellow  
Village Capital

Ryan Ross  
Program Director  
Halcyon Incubator

Anna Cosani  
Director of Community and Partnerships  
Springboard Enterprises

Amit Garg  
Director  
Berkeley Research Group
The 9th Annual GW New Venture Competition Finals were held on April 20, 2017 in the Jack Morton Auditorium at the GW School of Media and Public Affairs.

2017 HIGHLIGHTS

FINAL ROUND JUDGES

Eric Bendickson
Eric is Co-Chief Investment Officer of Strategic, a role he shares with Markus Krygier and Tim O’Hara. As Co-CIO, he is responsible for all aspects of Strategic’s investment process, portfolios, and performance. Eric also provides asset allocation analysis and strategy, implements the beta overlays for Strategic’s portable alpha programs and manages in-house trading activity to provide low-cost, passive beta exposure. Prior to joining Strategic, he was a consultant at the World Bank and a Research Assistant for the Overseas Private Investment Corporation (OPIC).

He holds an M.B.A. in International Business and Finance from the George Washington University School of Government and Business Administration, and a B.A. in Economics from Colorado College. Eric is a CFA charterholder and a member of the CFA Society of Washington, D.C.

Gordon Crane
Gordon Crane is an entrepreneur and pioneer in the “better-for-you” fruit juice industry. In 1975, he founded APPLE & EVE, a brand of premium, all-natural fruit juices and fruit products that he grew into the largest privately held juice company in the United States with sales in excess of $225 million. Over the last 40+ years, Crane has been responsible for some of the fruit juice industry’s most significant product innovations. Along the way, Crane acquired the NORTHLAND and SWITCH brands to expand the Apple & Eve portfolio. Apple & Eve remains the #1 juice box brand in America. In 2014, Lassonde Inc, a leading Canadian juice company acquired APPLE & EVE. Crane continues to play an active role in the new organization serving as Chief Growth & Innovation Officer leading the charge of bringing even more innovation to the market.

A graduate of Hofstra University Law School, Crane is often quoted in business and trade journals for his entrepreneurial insight and accomplishments. He has served as Chairman of the Board of the Processed Apples Institute and the Juice Products Association, and serves on the Board of the Sid Jacobson Jewish Community Center.

Crane has three children, one of whom is a freshman at GW and resides in Roslyn Harbor, NY.

Patrick Keane
Patrick Keane is the Innovation Manager at the AARP Foundation. Patrick manages the Foundation’s internal innovation work to develop solutions that serve the needs of the vulnerable 50+ in the areas of hunger, housing, income and isolation. Before joining the Foundation, Patrick co-founded ThinkImpact, a social enterprise offering university students, faculty, and young professionals full immersion programs in rural Africa and South America. He worked as a consultant in the development of Moneythink mobile, before pursuing his masters in Baltimore where he was a Social Design Fellow at the Johns Hopkins Social Innovation Lab. Patrick holds an M.A. in Social Design from the Maryland Institute College of Art.

Anirudh Kulkarni
Mr. Kulkarni is the Founder and Chief Executive Officer of Customer Value Partners (CVP), a strategic business and technology consultancy focused on the healthcare, national security and US public sector marketplaces. CVP is a multiple awardee of the Inc 500/500, Virginia Fantastic 50, SmartCEO Future 50 and other fast growth programs. He has more than 25 years of experience in business and technology consulting, strategy development, change management, and advanced technology strategy. Mr. Kulkarni was previously the Managing Director for Strategic Services at Answerthink, a private equity backed Fortune 500 consulting and systems integration firm that went public in 1998. Prior to that, he led the commercial Media and Publishing consulting practice at SRA International.
Mr. Kulkarni is a member of ACG and a former member of its Board of Directors. He is also an investor in multiple ventures and enjoys working with entrepreneurs to operationalize their vision. He received a BS in operations research and computational science (with honors), with concentrations in statistics and economics, and an MS in operations research and management science, both from the George Washington University.

Erin Horne McKinney

Passionate about emerging technology, entrepreneurship, and social justice, Erin Horne McKinney is the co-founder of Black Female Founders (GBFF) and Kissintel mobile app. She previously served as Senior Advisor on Innovation and Entrepreneurship to D.C.’s Deputy Mayor for Greater Economic Opportunity (DMGEO). Prior to joining DMGEO, Erin served as D.C.’s Tech and Innovation Sector Manager within the Office of the Deputy Mayor for Planning and Economic Development (OMPED) representing technology firms, entrepreneurs, and organizations. Erin is a serial entrepreneur, intrapreneur, and communications scientist with nearly two decades of tech policy, marketing communications, economic, and business development experience.

Amy Millman

Amy Millman has established a successful career as an advocate working for and with business and government officials to develop and implement national business development and policy initiatives. In 2000, she co-founded non-profit venture Springboard Enterprises whose mission is to facilitate women entrepreneurs’ access to the equity markets. The organization hosts educational programs and forums to provide women entrepreneurs with access to investors and information about sources and uses of equity capital.

Previously, Amy served as the Executive Director of a federal government commission focused on developing policy and initiatives concerning women’s business ownership. Earlier in her career, she represented the interests of several corporate and industry groups before the legislative and executive branches of the federal government. Amy has served on the boards of many organizations including her current service on the boards of JumpStartInc and Enterprising Women magazine. She is a graduate of Carnegie Mellon University and holds a masters degree from the George Washington University. She and her family reside in the Washington, D.C. area.

Andrew Perlman

Andrew D. Perlman has served as the Chief Executive Officer of FORM Holdings Corp. (formerly known as Vringo, Inc.) since March 2012, and as a member of the Board of Directors since September 2009. Previously, Mr. Perlman served as the President of Vringo from April 2010 to July 2012. From February 2009 to March 2010, Mr. Perlman served as Vice President of Global Digital Business Development at EMI Music Group (“EMI”), where he was responsible for leading distribution deals with digital partners for EMI’s music and video content. From May 2007 to February 2009, Mr. Perlman was the General Manager of Vringo’s operations in the United States and also served as the Senior Vice President of Content & Community, in which he led the content and social community partnerships. From June 2005 to May 2007, Mr. Perlman was Senior Vice President of Digital Media at Classic Media, Inc. (“Classic Media”), a global media company with a portfolio of kids, family and pop-culture entertainment brands. From June 2001 to May 2005, Mr. Perlman served as General Manager for the Rights Group, LLC and its predecessors, a mobile content, marketing, and mobile fan club company, where he oversaw mobile marketing campaigns for major international brands such as Visa and Pepsi, and such artists as Britney Spears and Justin Timberlake. Mr. Perlman holds a Bachelor of Arts in Business Administration from the School of Business and Public Management at The George Washington University.

Michael Quinn

Michael Quinn, founding partner of Q Advisors, brings a unique and highly valuable background to telecom, media, and technology (TMT) investment banking that combines finance, hands on M&A experience, and law. With more than 25 years of international operations and investment banking experience in the telecommunications industry, Michael has originated, structured, and executed more than 100 deals totaling more than $4 billion in transaction value. Michael’s deep industry expertise and extensive transaction experience has enabled him to lead M&A and debt and equity financings in a variety of TMT sectors including cloud and managed services, competitive wireless telecom, wireless, digital media, social networking, mobile content, satellite and mobile infrastructure and solutions. He has led transactions for Q Advisors’ clients including: Akadin, Atlantic Tele-Network, Inc., Broadcore, BroadSmart, Grandis Communications, Hudson Fiber, Magnico, Naxos, Masey Communications, Newbridge, One Source Networks, and TelePacific. Michael brings to the table a reputation as a creative problem solver, passionately committed to obtaining the optimal results for the firm’s clients. Prior to forming Q Advisors, Michael was a founder of and Chief Corporate Development Officer for VeloCom Inc., a Latin American wireless services provider, where he was responsible for capital raising and acquisition activities. Michael began his career with the New York-based law firm of Cleary, Gottlieb, Steen & Hamilton. He later became a partner in the Denver-based law firm Holland & Hart LLP, guiding their international corporate finance practice.

Ann Scott

As First Lady of Florida, Mrs. Ann Scott focuses on traveling the state, sharing her passion for reading and literacy throughout Florida’s students. An avid reader herself, the First Lady believes that early learning builds a foundation for lifelong learning. In addition to promoting the importance of literacy, First Lady Scott spends time with foster children and supports healthy lifestyles for children and families. A military wife, daughter, and sister, she visits bases around the state and takes time to thank our service men and women for the sacrifices they make for our country. First Lady Scott and Governor Scott have been married for 45 years, and together they have two daughters and four young grandchildren. Throughout their lives, the Scotts have been committed to helping their community both locally and around the world. The First Lady received her degree in business administration from Southern Methodist University in Dallas, Texas. She and Governor Scott are proud to be the founding sponsors of the George Washington University’s New Venture Competition.

Peter Weisman

Peter Weisman concentrates his practice in patent litigation in the federal courts and prosecution before patent offices in the U.S. and abroad, primarily in the areas of the Internet, software, hardware, and software technology, including computer hardware and software. Peter represents entrepreneurs, investors, and corporations in all phases of the business cycle, including the leveraged buyout and acquisition of businesses, the formation of corporations, the assignment of rights in intellectual property, the negotiation of licensing agreements, and the sale and purchase of businesses. Peter represents clients in federal courts across the country and in U.S. international trade commissions. Peter also represents clients in the United States Patent and Trademark Office, and in state trademark cases. Peter is admitted to practice in the U.S. Patent and Trademark Office and in the federal courts of New York, California, and Massachusetts.

As a business lawyer, Peter represents entrepreneurs and investors in all phases of the business cycle, including the leveraged buyout and acquisition of businesses, the formation of corporations, the assignment of rights in intellectual property, the negotiation of licensing agreements, and the sale and purchase of businesses. Peter represents clients in federal courts across the country and in the United States Patent and Trademark Office, and in state trademark cases. Peter is admitted to practice in the United States Patent and Trademark Office and in the federal courts of New York, California, and Massachusetts.
The Distinguished Entrepreneurial Achievement Award (DEAA) was created by the GW Entrepreneurs Round Table (GWERT), a university-wide group of individuals who support the advancement of entrepreneurship at GW. GWERT and the GW Office of Entrepreneurship award the DEAA to a successful GW entrepreneur whose accomplishments inspire and motivate our aspiring entrepreneurs. The award is traditionally presented during the GW New Venture Competition Finals. The 2017 recipients are Karl and Vicki Gumtow, co-founders of CyberPoint. They join a league of notable entrepreneur recipients:

2008: Governor Richard Scott (SEAS)
2009: Asghar Mostafa (SEAS)
2010: Linda Rabbitt (GSEHD)
2011: Edward Barrientos (GWSB)
2012: Terry Collins (SEAS)
2013: Richard Stroupe (SEAS)
2014: Roland Schumann (GWSB)
2015: Michael Quinn (ESIA)
2016: Fadi Ghandour (CCAS)
2017: Karl and Vicki Gumtow (SEAS)

Karl and Vicki Gumtow
SEAS, ’92 & ’91
CO-FOUNDERS OF CYBERPOINT

In 2015, Inc. named CyberPoint to its list of 5,000 fast growing privately held companies, based on the company’s 66 percent growth from 2012 to 2015 and its $59.3 million in 2014 revenues. To date, they have spun off five companies.

Karl and Vicki have each been recognized with a number of awards and honors for their entrepreneurship and leadership. But the people of Baltimore—which is home for Karl and Vicki—probably know them best as philanthropists. The list of community initiatives and organizations the Gumtows have supported is extensive, but the highlight is a $1 million pledge they made through CyberPoint in 2015 to establish a charitable endowed fund through the Baltimore Community Foundation. The fund supports educational initiatives primarily, but also the arts, economic development, and other causes.

Karl and Vicki Gumtow’s work in cyber security is vital in this day and age, and they have launched products that can help protect organizations around the world. Having distinguished themselves professionally and philanthropically, they are truly the “citizen leaders” GW strives to develop.

KEYNOTE SPEAKER

Senator Mark Warner (D-VA), US Senate

Senator Mark Warner was elected to the U.S. Senate in November 2008 and reelected to a second term in November 2014. He serves on the Senate Finance, Banking, Budget, and Rules Committees as well as the Select Committee on Intelligence, where he is the Vice Chairman. During his time in the Senate, Senator Warner has established himself as a bipartisan leader who has worked with Republicans and Democrats alike to cut red tape, increase government performance and accountability, and promote private sector innovation and job creation. Senator Warner has been recognized as a national leader in fighting for our military men and women and veterans, and in working to find bipartisan, balanced solutions to address our country’s debt and deficit.

Mark Warner spent 20 years as a successful technology and business leader in Virginia before entering public office. An early investor in the cellular telephone business, he co-founded the company that became Nextel and invested in hundreds of start-up technology companies that created tens of thousands of jobs.
RICK SCOTT

Rick Scott is the 45th Governor of the State of Florida and has worked to cut taxes, pay down state debt, and invest in education to grow opportunities for Florida families. Under the Governor’s leadership, state debt has been paid down by $3.6 billion, and more than 462,000 private-sector jobs have been created in three years. In addition, Florida has jumped from 11th to 6th in the nation for overall quality of its education system.

As the son of a truck driver and JCPenny clerk, Governor Scott is a veteran of the US Navy and is considered one of America’s foremost problem solvers. Governor Scott has been married to his high school sweetheart, Ann, for 45 years, and together they have two adult daughters, Allison and Jordan, and three grandsons, Auguste, Quinton, and Sebastian.

ANN SCOTT

First Lady Ann Scott was born in Mobile, Alabama, and grew up in Dallas, Texas. She met Governor Scott during her senior year of high school and they have been married now for more than 45 years. As Florida’s First Lady, Mrs. Scott champions children’s causes, encouraging literacy through early reading and writing. She also supports health and nutrition programs and advocates on behalf of foster children and military families in the State of Florida.

Throughout their lives the Governor and First Lady have been committed to helping their community locally and around the world. Mrs. Scott has a degree in business administration from Southern Methodist University in Dallas, Texas. Prior to her role as First Lady, Mrs. Scott ran a successful interior design business in Naples, Florida.

Why Strategic?

A Value-Added Relationship: From Governance to Performance

Investment Excellence: One of the first dedicated Outsourced CIOs (OCIOs), Strategic Investment Group has a long-term record of proven results.

Discipline: We employ a robust and repeatable investment process, including sophisticated proprietary risk analytics.

Focus: Strategic is a purpose-built, dedicated OCIO— with a conflict-free business model.

Service: Our boutique approach ensures that clients enjoy direct access to the senior investment team.

Cost-effectiveness: Our buying power and direct implementation can reduce client costs.

Blank Rome is a proud sponsor of the GW New Venture Competition

PETER S. WEISSMAN 202.772.5805 • Weissman@BlankRome.com

Mr. Weissman is a co-founder of The George Washington University Entrepreneurs Round Table (GWERT), which is an interdisciplinary organization that brings faculty, students, alumni, and administration together to advance entrepreneurship. Join GWERT on LinkedIn.

As a full-service law firm, Blank Rome can help you every step of the way.

GETTING STARTED

• Company formation
• Company capitalization
• Employment laws
• Employee benefits plans including stock options and ESOPs
• Personnel policies
• Real estate
• Tax planning and compliance
• Government relations

CASH IS KING!

• Venture capital transactions
• Private placements of debt and/or equity
• Public offerings
• Securitizations
• Innovative financing arrangements, including SPACs, PIPEs, and reverse mergers
• Loan agreements and other banking transactions
• Private equity

PROTECTING YOUR ASSETS

• License agreements
• Patents, trademarks, copyrights, trade secrets, and other forms of protection
• Non-compete and non-disclosure agreements
• Technology transfer arrangements
• Distribution and reseller agreements
• Joint development agreements

EXPANSION OR EXIT STRATEGIES

• Joint ventures
• IPOs and public offerings
• LBOs
• Mergers and acquisitions

We don’t just represent the industry, we invest in it as well. We are active participants and a sponsor of the GW New Venture Competition.
The GW New Venture Competition has been fostering the growth of hundreds of startups since 2009.

We believe in paying it forward and preparing entrepreneurs for success. There are numerous opportunities for community involvement within the competition, including competing as a team, sponsoring, mentoring, and judging.

Want to compete as part of a team?
Stay tuned for the next application deadline on newventure.gwu.edu

Want to become a sponsor?
Contact Nancy Frazier at nnoad@gwu.edu

Want to become a judge?
Contact Lex McCusker at lexmccusker@gwu.edu

Want to mentor a team?
Contact Dan Kunitz at dkunitz@gwu.edu