



THE GEORGE WASHINGTON UNIVERSITY
OFFICE OF INNOVATION AND ENTREPRENEURSHIP

9TH ANNUAL

GW new venture competition

HIGHLIGHTS

APRIL 20, 2017



THE GEORGE
WASHINGTON
UNIVERSITY
WASHINGTON, DC



Office of the
Vice President for Research

Experiential Learning

Creating Value for Others

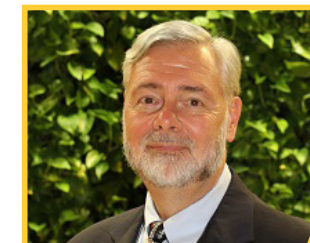
Thanks to the generosity of our sponsors and volunteers, GW is able to provide an educational experience to participating students that helps them take their ideas, research, and passions out of the classrooms and labs and transform them into viable business ideas that can be implemented in the real 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.

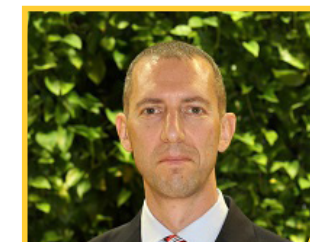
This year was another banner year for the Competition. In January, 116 first-round teams entered from all of the GW schools. From those initial submissions, 12 teams made it to the GW New Venture Competition Finals. While the finalists and semi-finalists competed for over \$300,000 in cash and in-kind 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.



Jim Chung
Associate VP for
Research, Innovation
& Entrepreneurship



Lex McCusker
Director, Student
Entrepreneurship
Programs



Dan Kunitz
Director, DC I-Corps
Accelerator



Tengiz Sydykov
Program Coordinator



Jasmine Bautista
Program Assistant

UNIVERSITY SPONSORS

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- ▶ Graduate School of Education & Human Development
- ▶ Virginia Science & Technology Campus
- ▶ Division of Development & Alumni Relations
- ▶ Center for Entrepreneurial Excellence
- ▶ Office of the Vice President for Research

BY THE NUMBERS



PARTICIPATION FROM ALL
10 GW SCHOOLS

1,225 total GW students, faculty, alumni, staff and participants

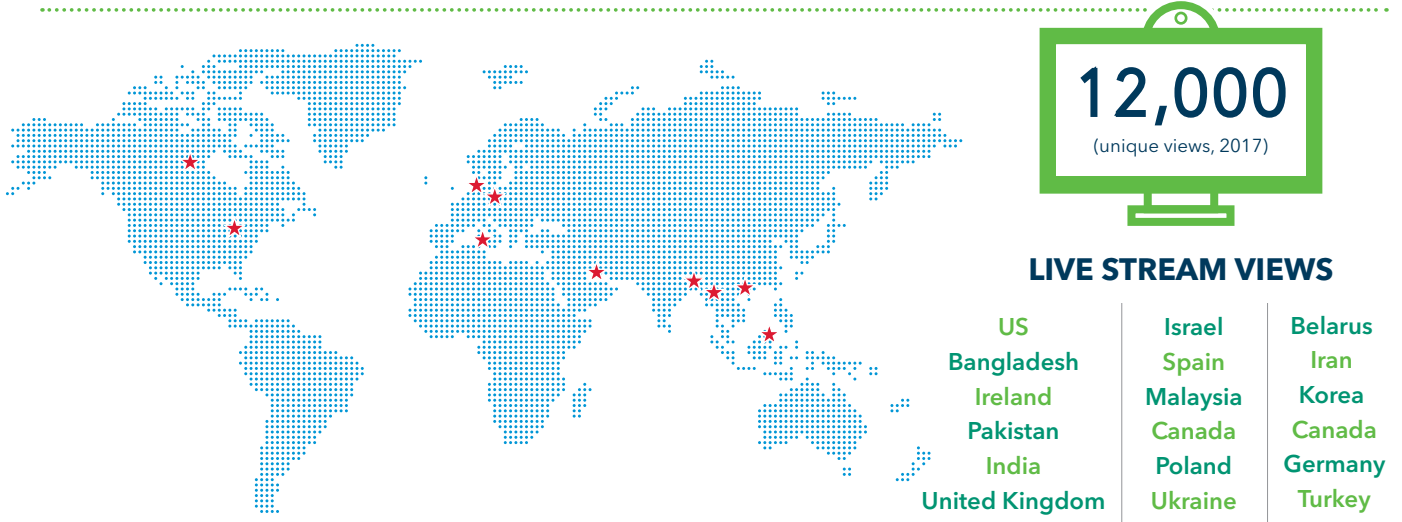
134 ACTIVE MENTORS*
**Total throughout the competition*

251 SEMIFINALIST TEAMS MENTORED*

3 COMPETITION TRACKS
Technology Ventures
New Ventures
Social Ventures

2017 CASH PRIZES

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



CASH PRIZES

AWARDS	AMOUNT	WINNER
CASH PRIZES		
1st Place	\$15,000	Urgent Wellness
2nd Place	\$10,000	Berg Bites
3rd Place	\$5,000	Agaport
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
Opportune LLP Clean Energy Venture Prize	\$5,000	Trident Innovations
Audience Choice Award	\$5,000	KnoNap
Quality Support, Inc.'s Veterans Prize	\$5,000	Corkbord
AARP Foundation's Older-Adult Focused Innovation	\$5,000	Urgent Wellness
Total Cash Prizes	\$147,500	

IN-KIND PRIZES	AMOUNT	WINNER
Vistaprint Digital Premium Website Package	\$26,100	All NVC participants
Audienti 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
Aveya Creative Online Certificate Codes for On-Demand Projects	\$10,000	The Forgotten Fruit
GenB MVP Development & Execution Plan Support	\$10,000	Signout
WeWork Office Space & Membership for 6 Months	\$8,940	Givebutter
CPS/VSTC 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, Journeyture
Eastern Foundry Membership for 6 Months	\$3,000	Trident Innovations
iStrategy Labs Custom Lab Consultation	\$3,000	KnoNap
Social Driver Half-Day Pop-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	Corkbord
Total In-Kind Prizes	\$166,240	
Total Prizes	\$313,740	

1ST PLACE WINNER



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)
- Blank Rome, Legal Services (\$5,000)
- 99designs, Graphic Design Services (\$400)
- Cove, One Month Free Planning (\$315)
- Vistaprint Digital, Premium Website Package (\$225)

WINNERS

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

Warren Brown, 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 Shojai, 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.

Nikolaos Beratlis,
SEAS '01

Natalia Clementi,
SEAS '19

Karl Ginter, Mentor



CASH PRIZES

- Finalist (\$5,000)
- Kulkarni Prize for Best Technology Venture (\$7,500)

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, GWSB '18

Spencer Legred, CCAS '17

David Meehan, GWSB '17

Dennis Marquis

Karl Ginter, Mentor



Not pictured: David Meehan

CASH PRIZES

- Finalist (\$5,000)
- Sustainable Infrastructure Prize (\$5,000)

drwr

drwr is an antiques and collectibles e-commerce platform. It improves buyer/seller experience through a user-generated taxonomy system.

James Carbone, GWSB '19

Rowland Zhang, ESIA '16

Bob Smith, Mentor



CASH PRIZES

- Finalist (\$5,000)

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



CASH PRIZES

- Finalist (\$5,000)

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



CASH PRIZES

- Finalist (\$5,000)

KNONAP

KnoNap is a one-of-a-kind discreet napkin that tests for the presence of date rape drugs in beverages.

Colten Eberhardt, CCAS '17

Danya Sherman, ESIA '19

Connor Varley, SEAS '18

Jesse Konig, Mentor



CASH PRIZES

- Finalist (\$5,000)
- Audience Choice Award (\$5,000)

OTHER FINALISTS

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



CASH PRIZES

- Finalist (\$5,000)

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, GWSB '16

Stephanie Westhelle, GWSB '17

Lisa Mavrogianis, Mentor



CASH PRIZES

- Finalist (\$5,000)

OTHER CASH PRIZE WINNERS

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



CASH PRIZES

- Opportune Clean Energy Prize (\$5,000)
- Finalist (\$5,000)

CORKBORD

Corkbord is an Online marketing system designed for local businesses to spread the word about unique events across multiple channels.

Luke Bogacz, GWSB '19

Trevor Ewen

Wayne Kifshitz, Mentor



CASH PRIZES

- Finalist (\$5,000)
- Quality Support Inc, Veteran's Prize (\$5,000)

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 Matt Mandell , Director of Digital Engagement, Imagine Business Development
Diabuddy	John Rollins , Founder, GW New Venture Competition
dis-ABILITY	Randy Graves , President, Graves Technology Inc.
drwr	Bob Smith , Director, FedTech Program
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.
Journeyture	Melanie Fedri , Social Entrepreneurship Consultant
KnoNap	Jesse Konig , Co-Founder, Swizzler
Legatto	Rodney Lake , CIO, The Benva Group
Mynd	Bob Smith , Director, FedTech Program
Opal: Medical Equipment Management System	Shehnaz Pancholi , Consultant - Healthcare Strategy and Operations, Advanced Telepsychiatry Solutions
Postopia, Inc.	Marty Kaszubowski , 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 Yasmin Lalani , Senior Operations Analyst, MPOWER Financing
Shepard	Marty Kaszubowski , Executive Director, Center for Enterprise Innovation, Old Dominion University
Signout	Agustin Ramos , CEO, Cadia Healthcare
SleepAlert	Karl Grover , CEO, Brand Reservoir
The Forgotten Fruit	Lisa Mavrogianis , Program Manager, Department of Veteran Affairs, Office of Policy & Planning
The Pocket Palette	Kathy Korman Frey , Entrepreneur, Founder & CEO, The Hot Mamas Project Carrie Rich , CEO, The Global Good Fund
Trident Innovations	Ed Martinez , President & CEO, Xpedir Corp.
UMa	Rajan Trivedi , Director of Business Development and Strategic Partnerships, Mobi Changa Limited
Urgent Wellness	Amy Millman , President, Springboard Enterprises
USACA	Ronjon Bose , Digital Product Manager, Capital Group
V-Fashion	Ed Martinez , President & CEO, Xpedir Corp. Ketan Patel , Manager, PwC (New York City)
Vita Vita: Live Life	Scott Garber , Senior Business Strategist, Corporate Strategy & Development, Serco

VIP DINNER

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.



QUARTER FINAL JUDGES

Judges 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, Lulima 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 Gudenus

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

Emily Halpern

Innovation Specialist, GW Hillel

Niharika Hanglem

Social Enterprise Innovations Consultant, World Bank

Don Hawk

Executive Director & Co-founder, TechTarget

Mitchell Herman

President, Dana Creative Concepts

Wendolyn Holland

Director, Holland Consulting

James Huckenpahler

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, Hugu

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'Taunja 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

Karanveer Mohan

Co-Founder / CTO, 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

Front End Developer, UI/UX Designer, emocha Mobile Health Inc.

Michael P. Reyes

Financial Advisor, Merrill Lynch Wealth Management

Lisa Rosenthal

Chief Executive Officer, Mayvin

Marie Rudolph

Executive Director, Athletes 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, Gnarus 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

Lilian 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 Weis

Founder, Roskanet

Matt Wilkins

Adjunct Professor, The George Washington University

Steven Witt

Partner and Co-Founder, DataTribe

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

SEMIFINAL ROUND JUDGES: TECHNOLOGY VENTURES TRACK



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

Paul Economon

Partner
FisherBroyles

Amit Garg

Director
Berkeley Research Group

Jonathan Hakakian

Managing Director
SoundBoard Angel Fund

Hormoz Hekmat

Partner
2-Markets, 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

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
Roam

**SEMIFINAL ROUND JUDGES:
NEW VENTURES TRACK**



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

Bill Quinn

President
Fast4ward Capital
Group, Inc.

Thomas Sanchez

Founder & CEO
Social Driver

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

Anna Cosani

Director of Community
and Partnerships
Springboard Enterprises

**Anastasia
Kessler-Dellaccio**

Director of Public Affairs
Eastern US and Canada,
WeWork

Amit Garg

Director
Berkeley Research
Group

Michele Rivard

Fellow
Village Capital

Ryan Ross

Program Director
Halcyon Incubator



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.



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.

FINAL ROUND JUDGES

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 (#BFF) 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 (DMPED) 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. (formally 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 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.

FINAL ROUND JUDGES



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 wireline telecom, wireless, digital media, social networking, mobile content, satellite and mobile infrastructure and solutions. He has led transactions for Q Advisors' clients including: Arkadin, Atlantic Tele-Network, Inc., Broadcore, BroadSmart, Grande Communications, Hudson Fiber, Magnetic North, Masergy Communications, Neverblue, 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 with 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 grandsons. 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 Weissman

Peter Weissman 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, biomedical, information technology, RFID technology, telecommunications, and the electrical and mechanical arts. He counsels clients in a wide range of intellectual property matters. Prior to joining Blank Rome, Mr. Weissman served as a Patent Examiner at the U.S. Patent and Trademark Office. Actively involved in pro bono work, Mr. Weissman is a co-founder of the George Washington University Entrepreneurs RoundTable, which is an interdisciplinary organization that brings faculty and staff, students, alumni, and university administration together to advance entrepreneurship and showcase university technologies. Mr. Weissman has also served on the Board of Directors for the George Washington Alumni Association. In addition, Mr. Weissman has represented foster parents in the adoption of special-needs children through contested trials at the DC Superior Court, and has represented a client in a disability claim before the U.S. Social Security Administration.

DISTINGUISHED ENTREPRENEURIAL ACHIEVEMENT AWARD

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	2013 Richard Stroupe (SEAS)
2009 Asgar Mostafa (SEAS)	2014 Roland Schumann (GWSB)
2010 Linda Rabbitt (GSEHD)	2015 Michael Quinn (ESIA)
2011 Edward Barrientos (GWSB)	2016 Fadi Ghandour (CCAS)
2012 Terry Collins (SEAS)	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.

David Dolling, Dean of the School of Engineering and Applied Sciences, presented the 2017 award to Karl and Vicki Gumtow, Co-Founders of CyberPoint.

Karl and Vicki Gumtow studied computer engineering and electrical engineering, respectively, at GW. In

2009 they founded CyberPoint, a cyber security company that provides technical consulting and services to clients worldwide. They began with five employees and operated out of their condo. Today, with Karl as CEO and Vicki as director of shared services, they employ over 200 people and have annual sales of \$50-\$75 million. In addition to their headquarters in Baltimore's Inner Harbor, they have a second office in Columbia, Maryland. CyberPoint has clients throughout North America, Europe, Asia (especially the Middle East), and North Africa.

KEYNOTE SPEAKER

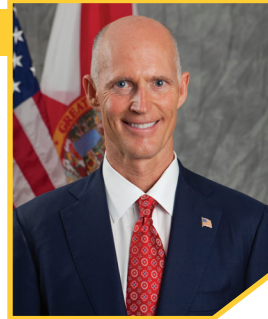


Senator Mark Warner (D-VA), US SENATE

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.

FOUNDING SPONSORS



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.

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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.

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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



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