



THE GEORGE WASHINGTON UNIVERSITY
OFFICE OF INNOVATION AND ENTREPRENEURSHIP

10TH ANNUAL
GW new venture
competition

HIGHLIGHTS

APRIL 19, 2018



THE GEORGE
WASHINGTON
UNIVERSITY
WASHINGTON, DC



Office of the
Vice President for Research



TENTH ANNUAL GW NEW VENTURE COMPETITION

UNIVERSITY SPONSORS

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- ▶ College of Professional Studies
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- ▶ Virginia Science & Technology Campus
- ▶ Division of Development & Alumni Relations
- ▶ Center for Entrepreneurial Excellence
- ▶ Office of the Vice President for Research

Creating Entrepreneurial Students

In fall of 2008, John Rollins and then GW School of Business Dean, Susan Phillips met with Ann and Rick Scott and created the GW Business Plan Competition. Over the next 10 years, the Competition grew dramatically in size, scope and impact. Renamed the GW New Venture Competition in 2016, the Competition has awarded \$870,000 in unrestricted cash grants and another \$660,000 in in-kind prizes to GW's aspiring entrepreneurs. It has engaged over 1,600 participants and enjoyed the support of 332 unique judges and 316 mentors.

Our recent survey of past participants found 56 companies that had been started from the Competition.

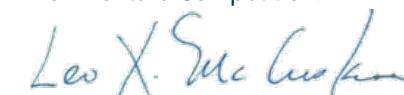
In 2018, the 10th Anniversary year, the Competition awarded \$140K in cash and \$180K in in-kind prizes.

But the greater value of the Competition and its related support activities is not just producing entrepreneurs (though that is great!) but producing entrepreneurial students.

Our larger mission is to give GW students, faculty, staff and alumni the experience of taking an idea and converting it into something with value-creating impact. We seek to teach people how to identify problems and opportunities, craft solutions, find target customers and beneficiaries, validate their assumptions, form teams and implement solutions that create real value for others.

These are the 21st century skills that will serve the needs of all GW students in whatever type of career they might choose.

In the 2018 academic year, our programming and classroom visits touched over 4,000 students, faculty, staff, alumni and members of the greater DC community. We are grateful to our sponsors for providing the resources that allow us to provide important programs like the GW New Venture Competition.



Lex McCusker
 Director of Student Entrepreneurship Programs
 George Washington University
 Office of Innovation and Entrepreneurship



Jim Chung
 Associate VP for Research,
 Innovation & Entrepreneurship



Lex McCusker
 Director, Student
 Entrepreneurship Programs



Dan Kunitz
 Director, I-Corps at GW



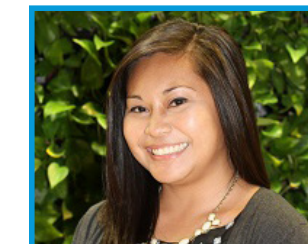
Scott Stein
 Associate Director, Student
 Entrepreneurship Programs



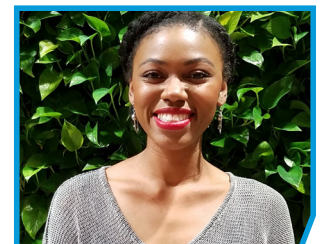
Dave McCarthy
 Associate Director, I-Corps
 at GW



Stephanie Asher
 Program Associate



Jasmine Bautista
 Program Assistant



Maquita Irvin
 Administrative Assistant

BY THE NUMBERS

 **\$1,529,538**

TOTAL PRIZES AWARDED



PARTICIPATION FROM ALL

10

GW SCHOOLS



1,645

total GW students, faculty, alumni, staff and participants



316

ACTIVE MENTORS*

*Total throughout the competition



334

SEMIFINALIST TEAMS MENTORED*



3

COMPETITION TRACKS

Technology Ventures
New Ventures
Social Ventures



14

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

Note: this includes all cash prizes including the honorable mentions prize

2018 CASH PRIZES



LIVE STREAM VIEWS

3,700

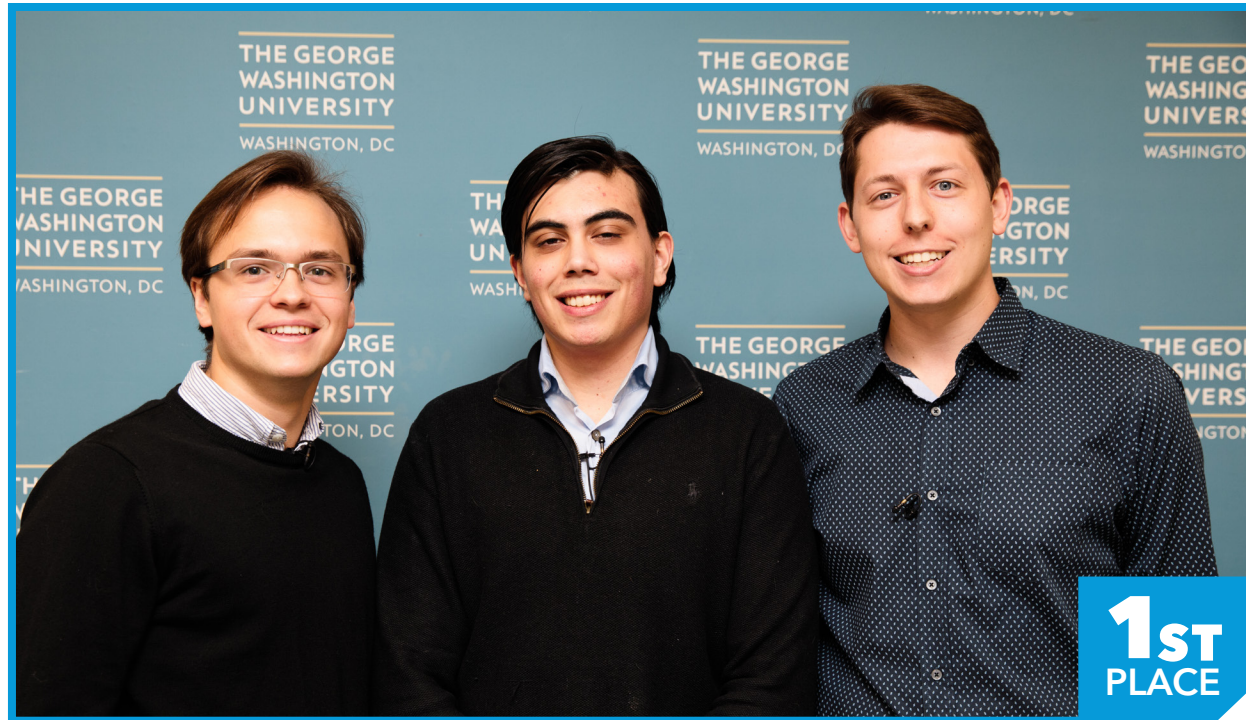
(unique views, 2018)

- | | | |
|----------------|----------|---------|
| US | Israel | Belarus |
| Bangladesh | Spain | Iran |
| Ireland | Malaysia | Korea |
| Pakistan | Canada | Canada |
| India | Poland | Germany |
| United Kingdom | Ukraine | Turkey |

CASH & IN-KIND PRIZES

AWARDS	AMOUNT	WINNER
CASH PRIZES		
1st Place	\$25,000	Time Table
2nd Place	\$15,000	Nostopharma
3rd Place	\$10,000	The Wandering Raven
4th Place	\$5,000	Sassy Pants
Finalists	\$25,000	DiSTAT, Bendt, Sisterly Questions, Sumak, GWU Credit Union Initiative
Semifinalists Honorable Mention	\$7,500	C.W.O.S.S., Snap Collar, Spark Enterprises
Blank Rome's Best Undergraduate Venture	\$10,000	Time Table
Best Women's Venture	\$10,000	Nostopharma
Quinn Prize for International and Social Entrepreneurship	\$7,500	The Wandering Raven
Kulkarni Prize for Best Technology Venture	\$7,500	Time Table
Best Medical Device Venture	\$7,500	C.W.O.S.S.
Veterans Prize	\$5,000	Eat Exercise Enhance
Audience Choice Award	\$5,000	Bendt
Total Cash Prizes Awarded	\$140,000	
IN-KIND PRIZES		
AWS Educate AWS Educate credits	\$31,650	All NVC participants
1776 Membership for 6 months	\$14,400	GWU Credit Union Initiative
AdvantEdge Workspaces Co-Working space for 6 months	\$13,000	Sumak
Hera Hub DC Co-Working Membership for 6 Months	\$12,000	M-Size Me
GenB Healthcare IT concept development & execution support	\$12,000	DiSTAT
Blank Rome Legal services	\$10,000	Sassy Pants, Nostopharma
Aveya Creative Online certificate codes for on-demand projects	\$10,000	The Wandering Raven, Sisterly Questions
Hatch Apps Three free 3-month trials	\$9,000	All NVC Semifinalists
CPS/VSTC Co-Working Space for 6 Months	\$8,000	Patient Insight, Inc.
MakeOffices Membership & Co-Working Space for 6 Months	\$7,600	C.W.O.S.S.
General Assembly Tuition Credits	\$6,975	All NVC Participants, Rise to Peace
Refraction Community membership for 6 months	\$5,280	Snap Collar
Inclusive Innovation Incubator (IN3) Open desk membership for 6 months	\$5,150	G.O.A.L.
iStrategy Labs Custom Lab Consultation	\$3,500	WESPA
Cove One free month on steady plan	\$14,340	All semi-finalists
Eastern Foundry Membership for 6 months	\$9,600	Deep Space Solutions
Social Driver Half-day pop-up Innovation lab	\$3,000	Bendt
Spaces NoMa Membership for 2 month	\$1,400	MovementQ
Alley Powered by Verizon Membership for 3 months	\$1,260	Time Table
99designs Graphic design services	\$1,200	Time Table, Nostopharma, The Wandering Raven
Seed Spot Seed Spot Launch Camp	\$1,000	MeeSee
Total In-Kind Prizes Awarded	\$180,355	
Total Prizes	\$319,355	

1ST PLACE WINNER



TIME TABLE

Time Table is redefining the dining experience by integrating automation, increasing calculation accuracy, and streamlining the wait-list process.

Jason Kornreich, GWSB '18
Jonas Majauskas, GWSB '18
Giuliano Senese

John Holmblad, Mentor
Bob Smith, Mentor

CASH PRIZES

- 1st Place Prize (\$25,000)
- Best Undergraduate Venture (\$10,000)
- Kulkarni Prize for Best Technology-Based Venture (\$7,500)

IN-KIND PRIZES

- AWS Educate (educational course credits)
- Hatch Apps (3-month app trials)
- Cove (1-month membership plan)
- The Alley (co-working space)
- 99designs (graphic design services)

WINNERS

NOSTOPHARMA



Nostopharma develops treatment to prevent pathologic bone growth - a painful complication after traumas and severe burns affecting 100,000 patients.

Jelena Jeremic, GWSB '21
Katya Vert

Yali Friedman, Mentor

CASH PRIZES

- 2nd Place Prize (\$15,000)
- Best Women's Venture (\$10,000)

IN-KIND PRIZES

- AWS Educate (educational course credits)
- Blank Rome (legal services)
- Hatch Apps (3-month app trials)
- Cove (1-month membership plan)
- 99designs (graphic design services)

THE WANDERING RAVEN



The Wandering Raven is an e-learning platform that teaches young students creative writing through informative and engaging animated videos.

Mayank Mathur
Trishanya Raju, GSEHD '18

Sridhar Raju, Mentor
Bob Smith, Mentor

CASH PRIZES

- 3rd Place Prize (\$10,000)
- Quinn Prize for Best International and Social Entrepreneurship Venture (\$7,500)

IN-KIND PRIZES

- AWS Educate (educational course credits)
- Aveya Creative (marketing services)
- Hatch Apps (3-month app trials)
- Cove (1-month membership plan)
- 99designs (graphic design services)

SASSY PANTS



Sassy Pants empowers women by co-creating innovative, customizable athletic apparel to transform traditional fitness.

Nancy Calderone
Erin Oliphant, CCAS '19
Elizabeth Terry, GWSB '19
Tamara Wurst

Lisa Wise, Mentor

CASH PRIZES

- 4th Place Prize (\$5,000)

IN-KIND PRIZES

- AWS Educate (Educational course credits)
- Blank Rome (Legal services)
- Hatch Apps (3-month app trials)
- Cove (1-month membership plan)

OTHER FINALISTS

BENDT

Bendt is a distributive-risk mitigation platform that facilitates the trading of future earnings of professional athletes to produce tracking stocks.

Samuel Bamiboye
Rem Houghton, SEAS '18
John Kuhl, GWSB '18

CASH PRIZES

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

Tidus Coleman, Mentor



DiSTAT

The Rapid Diagnostic Suite is an on-site, on-demand clinical testing solution saving time and money for healthcare businesses and consumers.

Isaac Lichtenstein, SMHS '20
Spencer Lichtenstein

CASH PRIZES

- Finalist Prize (\$5,000)

William Murphy, Mentor



GEORGE WASHINGTON UNIVERSITY CREDIT UNION INITIATIVE

Our credit union strengthens the GW community by helping students bank cheaper, build credit and learn to manage their finances.

Sahil Pankhaniya, GWSB '21
Chris Trummer, SEAS '21
Allen Wang, GWSB '21

CASH PRIZES

- Finalist Prize (\$5,000)

Rodney Lake, Mentor



SISTERLY QUESTIONS

Sisterly Questions is an online information and support system that acts as a virtual big sister and a curriculum provider.

Neha Jog, CCAS '20
Sarah Stupp, CCAS '20

CASH PRIZES

- Finalist Prize (\$5,000)

Lisa Mavrogianis, Mentor



SUMAK

Sumak is an Andean healthy beverage based on purple corn that contains antioxidants and phytonutrients, created for and by women.

Andrea Armas, CPS '18

CASH PRIZES

- Finalist Prize (\$5,000)

Ed Martinez, Mentor
Nadim Rifai, Mentor
Shonali Suri, Mentor



OTHER CASH PRIZE WINNERS

C.W.O.S.S.

C.W.O.S.S. is creating a low-profile, wearable device that predicts when patients will have aggressive outbreaks.

Arthur Cronin, CCAS '18, **Rohan Patil**, CCAS '19, **Ibet Ramirez**, CCAS '19, **Krishan Shah**, GWSB '20, **Neal Sikka**, Mentor | **CASH PRIZES**: Best Medical Device Venture (\$7,500)



EAT EXERCISE ENHANCE

EEE will be the most straightforward fitness app on the market targeted towards young to middle-aged males.

Alex Berets, GWSB '19, **Schuyler King**, CCAS '19, **Ryan Sprague**, SPH '18, **Lisa Rosenthal**, Mentor | **CASH PRIZES**: Veterans Prize (\$5,000)



SNAP COLLAR

Snap Collar is a product designed to be applied to casual and polo shirt collars to improve the shirt's appearance.

Jack Collins, GWSB '17, **Michael Sullivan**, GWSB '18,

Ed Martinez, Mentor | **CASH PRIZES**: Semifinal Honorable Mention Prize (\$2,500)

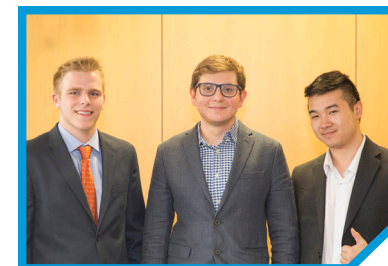


SPARK ENTERPRISES

Applying augmented reality to trading card games will entice people who've never played TRGs before to join the market.

Ahmad Aljaberi, CCAS '20, **Nathan Carney**, GWSB '21, **Nam Tran**, SEAS '19,

Karl Ginter, Mentor | **CASH PRIZES**: Semifinal Honorable Mention Prize (\$2,500)



UGET

We provide a flexible, customized homecare service app to connect social workers to beneficiaries immediately.

Myojeong Kim, GWSB '20, **Amy Jung**, CCAS '20,

Bob Smith, Mentor | **CASH PRIZES**: Semifinal Honorable Mention Prize (\$2,500)



SEMIFINALISTS

NEW VENTURE TRACK

VENTURE	MEMBERS
Bendt	John Kuhl (GWSB '18) Rem Houghton (SEAS '18) Samuel Bamiboye
Deep Space Solutions	Mounir Alafrangy (SEAS '18) Jessica Montgomery (GWSB '20) Raj Rao (SMHS Faculty)
Eat Exercise Enhance	Alex Berets (GWSB '19) Schuyler King (CCAS '19) Ryan Sprague (SPH '18)
GreenMake Inc.	Cheng Yan (GWSB '19) Yifeng Yu (GWSB '18)
Last Call	Erin McGeoy (GWSB '18) Chloe King (ESIA '19)
NomTruck	Javier Pereira (GWSB '18) Andrea Starkman (CCAS '18)
Sassy Pants	Elizabeth Terry (GWSB '19) Erin Oliphant (CCAS '19) Nancy Calderone Tamara Wurst
Snap Collar	Michael Sullivan (GWSB '18) Jack Collins (GWSB '17)
Spekt Virtual Reality	Kaitlin Santiago (CCAS '20) Lauren Huber
The Wandering Raven	Trishanya Raju (GSEHD '19) Mayank Mathur
TransferCharge	Seamus Moran (CCAS '21) Dylan Lucko (GWSB '21) Alex LeFavi (ESIA '21)
Waist Grippers	Raffi Garnighian (GW LAW '18) Adrienne Greenberg

SOCIAL VENTURE TRACK

Dahir Solutions	Dimitrije Mitic Michael Ready (CCAS '19) Sofian Obaid (SEAS '18) Konstantin Mitic (SEAS '18)
Funder Hero	Liana Sherman (ESIA '18)
George Washington University Credit Union Initiative	Sahil Pankhaniya (GWSB '21) Chris Trummer (SEAS '21) Allen Wang (GWSB '21)
Global Organization for Applied--Political Leadership	Jonathan McGee, M.P.S. (CPS '15) Laura Brendle (ESIA '18)
MeeSee	Brittany Wheeler (SEAS '20) Jasmine LeFlore

SOCIAL VENTURE TRACK (Continued)

Power to the People	Felipe Bohorquez (GWSB '18) Aditi Seth (ESIA '18) George Raskovic (ESIA '18) Sasan Dehghan
Rise to Peace	Ahmad Mohibi (ESIA '18)
Sisterly Questions (SQ)	Sarah Stupp (CCAS '20) Neha Jog (CCAS '20)
Sumak	Andrea Armas (CPS '19)
UGET	Myojeong Kim (GWSB '20) Amy Jung (CCAS '20)
WESPA (World Esport Players Association)	Kris Miller (GWSB '19) Jubin Arora (GWSB '19) Maria Elisa Gomes de Almeida (GWSB '18) Ellen Zavian (GWSB '88)

TECHNOLOGY VENTURE TRACK

VENTURE	MEMBERS
Anzen: Safety GPS	Md Shahnoor Amin Md Shahrooz Amin (SEAS '18)
C.W.O.S.S.	Rohan Patil (CCAS '19) Krishan Shah (GWSB '20) Ibet Ramirez (CCAS '19) Arthur Cronin (CCAS '18)
DiSTAT	Isaac Lichtenstein (SMHS '20) Spencer Lichtenstein
EZVein	Shubham Gupta (SEAS '20) Joseph Spinelli
Harvey	Stephanie Moinian (GWSB '19) Jonathan Moinian (GWSB '13)
Information Exchange Framework (IEF)	Iliana Maifeld-Carucci (CCAS '19) Asad Hakim Joseph Haaga (CCAS '18) Vijay Mehra
M-Size Me	Yolandra Hancock (SPH Faculty) Kritica Joshi (SPH '19)
NormaChain	Chunchi Liu (SEAS PhD '21) Vishesh Javangula (CCAS '19)
Nostopharma	Jelena Jeremic (GWSB '21) Katya Vert
Patient Insight, Inc.	Jesse Pines (SMHS '18) Sarah Sims
Spark Enterprises	Ahmad Aljaberi (CCAS '20) Nam Tran (SEAS '19) Nathan Carney (GWSB '21)
Time Table	Jonas Majauskas (GWSB '18) Gluliano Senese Jason Kornreich (GWSB '18)

SEMIFINALIST MENTORS

VENTURE

MENTOR

Anzen: Safety GPS	Ronjon Bose, Digital Product Manager, Rental
Bendt	Tidus Coleman, CEO, DIVVII Media
C.W.O.S.S.	Dr. Neal Sikka, Associate Professor of Emergency Medicine, GWU
Dahir Solutions	Wayne Lifshitz, Director, Kennin Company
Deep Space Solutions	Elma Levy, Chair of the Board & Co-Founder, Dovel Technologies
DiSTAT	William Murphy, Private Bioengineering Consultant
Eat Exercise Enhance	Lisa Rosenthal, CEO & Co-Founder, Mayvin
EZVein	Henrik de Gyor, Consultant, Another DAM Consultancy
Funder Hero	Rob Wall, Founding Partner, NextGen Venture Partners
George Washington University Credit Union Initiative	Rodney Lake, Professor of Finance, GWU
Global Organization For Applied--Political Leadership	Zarko Palakov, Founder, LeadIN
GreenMake Inc	Matt Scott, Founder, 180° of Impact Jesse Konig, Co-Founder, Swizzler
Harvey	Kathy Korman Frey, Founder, Hot Mommas Project
Information Exchange Framework (IEF)	Mike Abramson, CEO, ASMG Ltd.
Last Call	Patrick Hanley, Vice President, Pembroke Partners LLC
M-Size Me	Jeffrey A. Robinson, PhD, Associate Professor and Academic Director, The Center for Urban Entrepreneurship and Economic Development Roger Debow, PhD, Director, Collaborative for Technology Entrepreneurship and Commercialization, Rutgers Business School Jill Carrie, Founder, CO ³ Business Design
MeeSee	Dr. Robert Laurine, Professor, GWU Dontay Young, Associate Director Business Jets Design, UTC Aerospace Systems
Motivate-Now	Karl Ginter, CEO, Inspyris, LLC
MovementQ	C'pher Gresham, Vice President of Communities, SEED SPOT
NomTruck	Cary Toor, Founder & Principal, T-Ventures Corporation
NormaChain	Karl Ginter, CEO, Inspyris, LLC
Nostopharma	Yali Friedman, Founder, DrugPatentWatch.com
Patient Insight, Inc.	Michael Tuteur, Principal, Tuteur Acquisitions
Power to the People	Bob Fine, Founder, VRVoice
Rise to Peace	Rajan Trivedi, Senior Product Manager, Prudential Financial
Sassy Pants	Lisa Wise, Founder and CEO, Nest DC
Sisterly Questions (SQ)	Lisa Mavrogianis, Program Manager, Department of Veteran Affairs, Office of Policy and Planning
Snap Collar	Ed Martinez, President & CEO, Xpedir Corp.
Spark Enterprises	Karl Ginter, CEO, Inspyris, LLC
Spekt Virtual Reality	Randy Graves, Director, GWERT Mentors Program
Sumak	Nadim Rifai, Tech Research and Strategy, Imkan Properties Ed Martinez, President & CEO, Xpedir Corp. Shonali Suri, Independent Investor
The Wandering Raven	Sridhar Raju, Consultant Bob Smith, Director, GMU Virginia Innovation Commercialization Assistance Program
Time Table	John Holmbad, Professor, JHU Carey Business School Bob Smith, Director, GMU Virginia Innovation Commercialization Assistance Program
TransferCharge	Bob Smith, Director, GMU Virginia Innovation Commercialization Assistance Program
UGET	Bob Smith, Director, GMU Virginia Innovation Commercialization Assistance Program
Waist Grippers	Eric Koester, Founder and CEO, Creator Institute
WESPA (World Esport Players Association)	Richard Berthelsen, Former General Counsel, NFLPA

VIP DINNER

The VIP Dinner was held on April 18, 2018 at RIS in Washington, DC for all honored guests and sponsors of the GW 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.

Alex Neckles
Regional Director, Business Development, ImpactAssets

Alison Alt
Executive Director, Social Impact 360

Allen Devine
Senior Manager, KPMG

Amelia Friedman
Co-Founder, Hatch

Amit Garg
Director, Berkeley Research Group LLC

Brian DeMoss
Vice President of Marketing & Strategic Partnership, The Headfirst Companies

Carl Gudenius
Deputy Chair of the Dept. of Theatre and Dance, George Washington University

Dan Kleinbaum
Entrepreneur-in-Residence, The DFS Lab

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

Dave Mathison
Chief Executive Officer, healthEworks, LLC

David Moore
Supervisory Patent Attorney, USPTO

Derek Koenig
VP Strategy & Planning, Sodexo

Dhairya Pujara
CEO & Founder, Ycenter

Diego Mariscal
CEO, 2Gether-International.org

Emily Rasowsky
CEO & Founder, Women In Tech Campaign

Floortje Blinderbach-Driessen
Founder & CEO, Organizing4Innovation LLC

Hal Burg
President, Spark Alliance Marketing

Henrik de Gyor
Consultant, Another DAM Consultancy

James Huckenpahler
Contractor, George Washington University

Jasmine Johnson
Professor, George Washington University

Jason Zara
Professor, George Washington University

Jesse B. Rauch
Principal, Defying Gravity, LLC

Jessica Collison
Head of Products & Training, Cotential

John Dailey
Chief Business Development Officer, GWU Medical Faculty Associates

Jonathan Fichman
Managing Director, C-Anax Ventures & Advisory

Karanveer Mohan
Founder & CTO, Kofa

Kelly O'Malley
City Fellow, The Vinetta Project

Kevin May
Co-Founder, GenB

La'Taunja Martin
Founder, National Employee Rapport Database (N.E.R.D.)

LeRoy Paddock
Professorial Lecturer in Law, George Washington University

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

Lisa Rosenthal
CEO, Mayvin Consulting Group

Marie Rudolph
Entrepreneur/Consultant

Mary Schoonmaker
Assistant Professor, Western New England University

Matt Lindsay
Executive Director, Marketing, Communications, and Digital Strategy, George Washington University, Division of Development and Alumni Relations

Matt Mandell
Managing Member, GAM Payments, LLC

Matt Wilkins
Product Manager, ebikes, Motivate International

Megan Christensen
Director of Search, Watson Institute

Melanie Fedri
Social Entrepreneurship Consultant

Michael Reyes
Financial Advisor, Merrill Lynch

Minha Do
President, Ingenium Consulting, LLC

QUARTER FINAL JUDGES (CONT.)

Mitchell Herman

President, Dana Creative Concepts

Molly Young

Founder, Molly V. Young, LLC

Murthy Vangala

President & CEO, Advanture Group Management & Technology Consulting

Nancy Corsiglia

Deputy Assistant Secretary - Chief Management Officer, U.S. Department of Housing and Urban Development

Neal Sikka

Associate Professor of Emergency Medicine, George Washington University

Peter Chun

Vice President, Platform Partnerships and Strategy, SocialCode

Praveen Chopra

Chief Information Officer, GWU Medical Faculty Associates

Rick Ducey

Managing Director, BIA/Kelsey

Rob Wall

Vice President of Analytics, Wireless Registry

Robert E. Connors

Principal, Owner & CEO, E-Health Designs, LLC

Russell Krumnow

Director, Economic Mobility Project, Convergence

Ryan Ozimek

Chief Executive Officer, PICnet

Saleema Vellani

Co-Founder & COO, Innovazing

Sarah Bayot

Founder, Kicheko Goods

Sarah Music

Finance and Admin Associate, Global Development Incubator

Saud Siddiqui

Co-Founder, SketchyMedical

Seth Tropper

Global Open Innovation Lead, Digital & Device, Bayer Consumer Health

Shonali Suri

Entrepreneur, Linxum

Stephen Sellick

Senior Vice President, Nathan Associates

Steve Kamp

Consultant

Ting Shih

CEO & Founder, ClickMedix

Tsega Belachew

Senior Technical Officer, IREX

Wa'il Ashshowwaf

CEO & Co-Founder, Stuck in the Sand

SEMIFINAL ROUND JUDGES: TECHNOLOGY VENTURES TRACK



From Left to Right: (Back Row) Hormoz Hekmat, Julie Drapier, Prashant Kothari, Amy Millman, Howard Tischler. (Front Row) John Rollins, Bill Quinn, Brian Herrman, Mike Provance.

Hormoz Hekmat

Principal
2-Markets, Inc.

Julie Drapier

CEO & Founder
Impetus Finance

Prashant Kothari

CEO & Founder
String Real Estate
Information Services

Amy Millman

President
Springboard
Enterprises

Howard Tischler

CEO & Co-Founder
Eversafe

John Rollins

Founder
GW New Venture
Competition

Bill Quinn

CEO
CREtech.ai.Inc.

Brian Herrman

President
China-America
Healthcare Partners

Mike Provance

CEO
3X3Insights

**SEMIFINAL ROUND JUDGES:
NEW VENTURES TRACK**



From Left to Right: (Back Row) Michael Spitalney, Rich DiPippo, Ines Lebow, Brian Radecki. (Front Row) Adam Segal, Pat Sheridan, Ken Chaletzky.

Michael Spitalney

Founder & COO
MarginEdge Co.

Rich DiPippo

Partner
The Meltzer Group

Ines Lebow

CEO
Enterprise Transformation
Solutions

Brian Radecki

Angel Investor

Adam Segal

Co-Founder & CEO
Cove

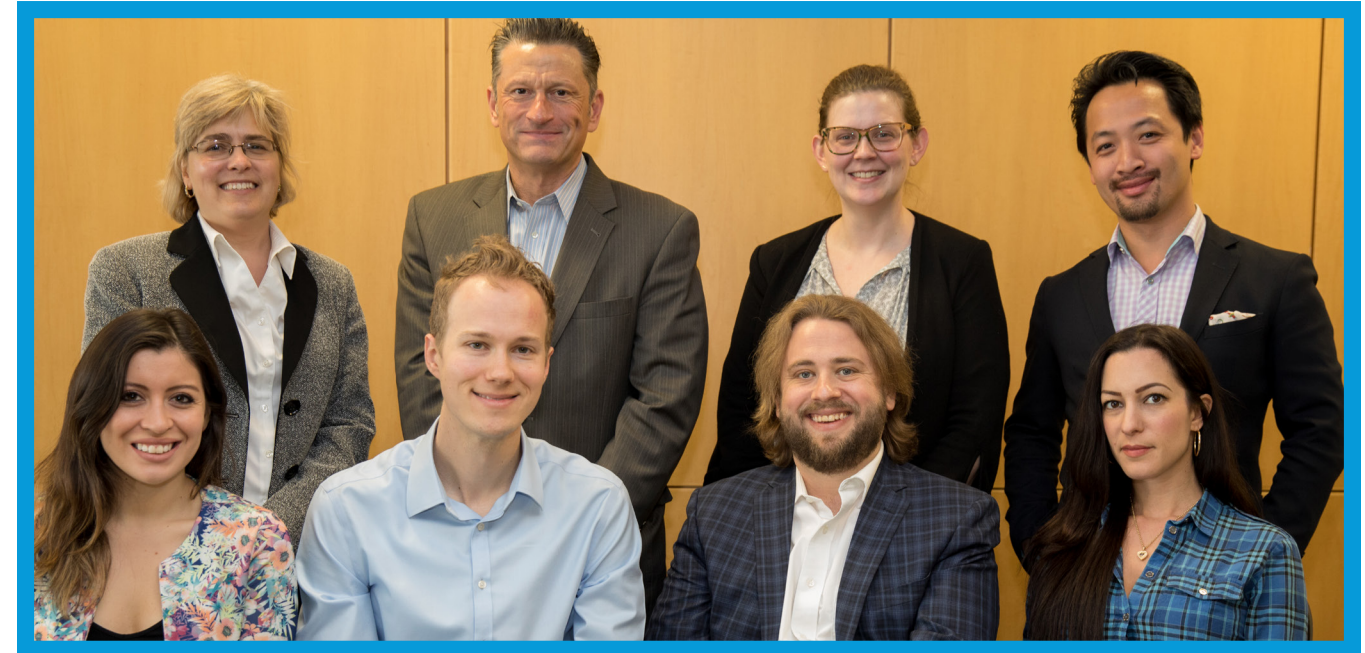
Pat Sheridan

Co-Founder &
Managing Partner
Modus Create

Ken Chaletzky

President & CEO
Copy General Corp.

**SEMIFINAL ROUND JUDGES:
SOCIAL VENTURES TRACK**



From Left to Right: (Back Row) Michele Rivard, Paul Economon, Mary Galeti, Wayne Chen. (Front Row) Stephanie Salvador, Michael Ravenscroft, Dave Moss, Anastasia Dellaccio.

Michele Rivard

Fellow
Village Capital

Paul Economon

Partner
Fisher Broyles

Mary Galeti

Principal
Shiplake Partners

Wayne Chen

Venture Director
Booz Allen Hamilton

Stephanie Salvador

Senior Brand Manager
ThinkFoodGroup

Michael Ravenscroft

Program Director
PeaceTech Accelerator/C5

Dave Moss

Founder
Unfunded List

Anastasia Dellaccio

Director, Community and
Career Engagement, Creator
Awards, Public Affairs
WeWork



The 10th Annual GW New Venture Competition Finals were held on April 19, 2018 in the Jack Morton Auditorium at the GW School of Media and Public Affairs.



FINAL ROUND JUDGES

Greg Baroni



Greg Baroni is the chairman and Chief Executive Officer, as well as co-founder of Attain, LLC. Before founding Attain, Greg held various leadership roles at Unisys Corporation, including corporate senior vice president of the company and president of its Federal Systems and Global Public Sector unit. In these roles, he was responsible for a worldwide business comprising six geographic regions and the U.S. Federal Systems group. Under his leadership, these business units achieved extraordinary results. During his tenure, the Federal Systems group doubled its revenue while achieving industry standard operating margins.

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, Gordon has been responsible for some of the fruit juice industry's most significant product innovations. Along the way, Gordon 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. Gordon 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.

Antwanye Ford



Antwanye E. Ford is President & Chief Executive Officer of Enlightened, Inc., a leading Information Technology and Management Consulting firm founded in 1999. Enlightened serves federal, state, and local government agencies, and provides cyber security, software development and integration, management consulting and business process outsourcing services. In 2016, the Company expanded its service offerings to support the transportation and healthcare sectors. A native Washingtonian, Antwanye earned his Bachelors of Science and Masters of Science degrees in Information Systems Technology from The George Washington University with honors.

FINAL ROUND JUDGES



Paul Kramer

Paul directs the firm's activities as a Managing Director in real estate and private equity. Prior to joining Strategic, Paul was a Managing Director at CB Richard Ellis and a Manager at Kenneth Leventhal & Company. He started his career with Arthur Andersen as a Tax Professional in their Washington, D.C. office. Paul holds a B.S. and M.S. in Accounting from Virginia Polytechnic Institute and State University. He has passed the Uniform Certified Public Accountant Examination, but no longer maintains the CPA designation.



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. Anirudh 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.



Jennifer Maher

Jenn is the leader and operations guru of 1776 - focused on growing the company effectively and efficiently. She uses resources in a creative way to implement processes and designs to scale the company along the Northeast Corridor, as well as to better serve 1776 members. Jennifer started her professional career as an attorney with an AmLaw 100 law firm in Philadelphia. While practicing full-time, she co-founded Benjamin's Desk, which later merged with 1776, and launched First Base, a commercial real estate brokerage focusing on tenant representation of growing companies. After ten years of private practice, Jennifer left the corporate world to jump full-time into the world of being an entrepreneur.



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.

FINAL ROUND JUDGES



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.



James Webb

Mr. James H. Webb formed Preferred Medical Holdings, LLC (PMH) in 2000. PMH developed Preferred Medical Imaging, LLC and Select Health Services, LLC along with five other smaller healthcare services organizations. In 2017, Preferred Medical Imaging was sold to Akumin where Mr. Webb now serves as a board member and continues to oversee the operations of Select Health Services. Mr. Webb is also Chairman and founder of 16 Capital Investments, LLC with a narrowed focus in the fitness and wellness space. Mr. Webb holds an MS degree from University of North Texas. His oldest son is currently a freshman at GW.



Peter Weissman

Peter S. Weissman (Law '96), Partner at Blank Rome, has become an integral supporter of GW's young entrepreneurs community and the GW New Venture Competition. 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.

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 Innovation & 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 2018 recipient is John Rollins, Founder of the GW New Venture Competition. He joins a league of notable entrepreneur recipients:

2008 Governor Richard Scott	2014 Roland Schumann (GWSB)
2009 Asghar Mostafa (SEAS)	2015 Michael Quinn (ESIA)
2010 Linda Rabbitt (GSEHD)	2016 Fadi Ghandour (CCAS)
2011 Edward Barrientos (GWSB)	2017 Karl and Vicki Gumtow (SEAS)
2012 Terry Collins (SEAS)	2018 John Rollins (GWSB)
2013 Richard Stroupe (SEAS)	



Forrest Maltzman, Provost and Executive Vice President of GW, presented the 2018 DEAA award to John Rollins, Founder of the GW New Venture Competition.

John Rollins is a serial technology entrepreneur. He taught entrepreneurship at GW from 2001 to 2010. In 2008 he founded the GW New Venture Competition and served as its Director until 2014 when it was ranked among the nation's five largest. Rollins also served on the GW School of Business Board of Advisors from 2000 to 2011.

John Rollins

FOUNDER OF THE GW NEW VENTURE COMPETITION

After co-founding AZTECH Software Corporation in the punch card era, Rollins served for 30 years as CEO and Chairman guiding the firm through five re-inventions as the largest software firm in the national non-profit space. In 2003 Rollins co-founded StreamCenter, Inc., an e-learning video production and streaming enterprise, where he was CEO from 2008 to 2010 when it was acquired by a national media firm. He continues to serve on several national and regional non-profit and for-profit boards.

Rollins earned an AB in Mathematics from Dartmouth College and an MBA from Stanford University.

KEYNOTE SPEAKER



Governor Richard Scott

STATE OF FLORIDA

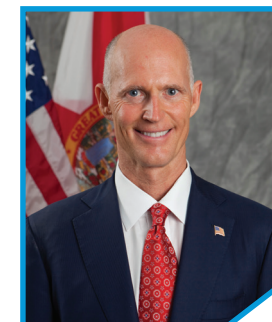
Rick Scott is the 45th Governor of the State of Florida. He holds a degree in business administration from University of Missouri-Kansas City and a law degree from Southern Methodist University.

After law school, Gov. Scott started Columbia Hospital Corporation. When Gov. Scott left Columbia in 1997 at age 44, it had grown to become the world's largest health care company with more than 340 hospitals, 135 surgery centers, and 550 home health locations in 37 states and two foreign countries.

Through his entrepreneurship, Gov. Scott developed a reputation in the health care industry for providing affordable, high quality care to patients. As Governor, he brings a similar vision for quality and efficiency to benefit the people of Florida.

In high school, Gov. Scott met Ann, and the high school sweethearts have been married for 45 years. They have two daughters, Allison and Jordan, and six grandsons, Auguste, Quinton, Sebastian, Eli, Louie and Jude.

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MOST INFLUENTIAL FACULTY MEMBER AWARD



The Most Influential Faculty Member Award is a new award, presented by the GW Office of Innovation & Entrepreneurship to a member of the GW faculty who provided guidance and inspiration to participating New Venture Competition teams as they pursued their entrepreneurial ambitions. Nominations are provided by participating New Venture Competition teams. The faculty member who receives the most such acknowledgments is recognized with an award at the Finals of the Competition.

The first-ever recipient of this distinguished award is Kathy Korman Frey. Kathy is an award-winning entrepreneur, community leader, educator, and curriculum developer. Kathy teaches Women's Entrepreneurial Leadership, a nationally award-winning course of the George Washington University School of Business. Kathy is also the founder of the Hot Mommas Project, the world's largest collection of women's case studies. The Hot Mommas Project takes the stories of women in our lives, and makes those stories teachable. These educational tools improve confidence in Gen X and Gen Y women up 66% in three hours – 200% in a semester.

Kathy earned her MBA from Harvard Business School and her B.A. in English from the University of Virginia where she received the Seven Society's James Earle Sargeant award for community service.

Lex McCusker, Director of Student Entrepreneurship Programs, presented the first-ever award to the 2018 recipient, Kathy Korman Frey, Professor of Women's Entrepreneurial Leadership at GW

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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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- Joint development agreements

EXPANSION OR EXIT STRATEGIES

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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.



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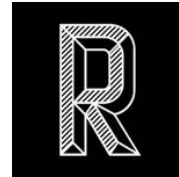
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