



**TEDCO'S
ENTREPRENEUR EXPO**

—2025—

PROGRAM BOOK

OCTOBER 21, 2025

**THE HOTEL AT THE
UNIVERSITY OF MARYLAND**

PRESENTED BY:



TEDCOMD.COM



Thank you for 11 incredible Entrepreneur Expo's.
We're so grateful for your support in making each one a success.
Cheers to the finale and all of you!

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A LETTER FROM OUR CEO

Dear Expo Attendees,

Welcome to TEDCO's final Entrepreneur Expo! After 10 amazing successes, we are choosing to retire the Entrepreneur Expo to support the ecosystem in other ways. But don't fear, this finale will be filled with excitement, celebration, learning, and plenty of inspiration.

This year, hundreds of the region's top entrepreneurs, business owners, investors, and leaders have gathered here at **The Hotel at the University of Maryland** to celebrate the power of entrepreneurship and the vital role it plays in our state's economy and beyond. Our event is packed with workshops, roundtables, exhibits, pitch competitions, and more, all designed to foster the connections, knowledge-sharing, and inspiration essential to building a strong, inclusive innovation ecosystem.

This year's event is filled with unique opportunities for entrepreneurs, including more than 100 exhibitors, more than 20 sessions, and plenty of occasions for fun. On top of a full day featuring sessions and insightful discussions, we have a lineup of special guests to make the day even more successful. All in all, whether you're here to learn, network, or showcase your latest venture, we are excited to offer countless ways to connect and grow.

A man with short dark hair and a beard is wearing a VR headset and a lanyard with a TEDCO badge. He is holding a small black device in his right hand. He is wearing a dark blue hoodie with "MORRIS STATE BEARS" printed on it. The background shows a blurred event space with other people and a green sign that says "ENTREPRENEUR".

*Welcome to TEDCO's 2025
Entrepreneur Expo!*

Starting off the event, we will hear from Darryll Pines, President, University of Maryland, College Park, and Ellen-Flowers-Fields, TEDCO Board Chair and Vice President Continuing Education & Workforce Development, College of Southern Maryland (CSM). The two visionaries will set the stage for a day of bold ideas, connections, and opportunities.

Following their warm introductions, we are excited to be welcoming one of the most influential players in quantum computing, Niccolo de Masi, Chairman and CEO of IonQ. During a fireside chat with me, we will dive into what it takes to scale technologies, explore why Maryland is becoming a hub for quantum, and more.

Of course, we made sure to pack in many other opportunities for learning and inspiration, including a session with Governor Moore who will be joining us during the lunch session to deliver remarks. His vision for Maryland and support of our entrepreneurial ecosystem underscores the importance of today's event, and we're excited for him to share his insights on fostering inclusive growth and innovation across the state.

And if that wasn't enough, we have packed in yet another surprise—we are humbled to announce the presence and participation of MyeongSeon Kim from Korea Venture Investment Corporation and KunLun Lien from AIIA TAIWAN (APAC Investment and Innovation Development Association TAIWAN). The two experts will take the stage during a fireside chat moderated by TEDCO Board member David Tohn, to share their insights from an international perspective with the World Trade Center Institute's Eddie Resende and me.

Of course, this event would not have been possible without this year's top sponsors—Maryland Department of Commerce, Emerging Technology Centers (ETC), Federal Laboratory

Consortium for Technology Transfer, FSC First, NEXT, and My Next Raise. We want to extend a heartfelt thank you to each, as their support has been instrumental in bringing the Expo finale to life.

Our mission at TEDCO has always been to build an inclusive, supportive environment for Maryland's entrepreneurs. This Expo is a testament to that mission, providing a place where seasoned founders and new entrepreneurs alike can come together, share insights, and help each other grow. Thank you to each of our speakers, sponsors, TEDCO staff, and most importantly, to our attendees—for making today possible.

Let's celebrate the entrepreneurial spirit that fuels innovation and growth here in Maryland. I look forward to seeing the connections you make, the ideas you share, and the ventures that will undoubtedly flourish from today's event.

Enjoy your day at TEDCO's final Entrepreneur Expo; but just because this is the end of Expo, doesn't mean we won't be here to continue creating a diverse, inclusive, sustainable innovation ecosystem in Maryland. Here's to **many** more years of success, collaboration and leading innovation to market!

Stay safe, sane, healthy and blessed,



Troy A. LeMaile-Stovall
CEO, TEDCO



PITCH. NETWORK. LEARN. BE INSPIRED.

MIX & MINGLE

TEDCO'S ENTREPRENEUR EXPO RECEPTION

SIGNATURE DRINK:

"INNOVATION ON THE ROCKS"



THERE'S NO PARTY LIKE A TEDCO PARTY!

EXHIBIT HALL | 5:00 - 7:00 PM

**MIX, MINGLE, AND ENJOY HEAVY HORS D'OEUVRES, A CHANCE TO
CONNECT WITH OTHER ATTENDEES AND LIVE ENTERTAINMENT.**

PRESENTED BY



Governor Wes Moore

State of Maryland

Wes Moore is the 63rd Governor of the state of Maryland. He is Maryland's first Black Governor in the state's 246-year history, and is just the third African American elected Governor in the history of the United States.

Born in Takoma Park, Maryland, on October 15, 1978, to Joy and Westley Moore, Moore's life took a tragic turn when his father died of a rare, but treatable virus when he was just three years old. After his father's death, his family moved to the Bronx to live with Moore's grandparents before returning to Maryland at age 14.

Moore is a proud graduate of Valley Forge Military Academy and College, where he received an Associate's degree in 1998, and was commissioned as a second lieutenant in the U.S. Army. Afterward, he went on to earn his Bachelor's in international relations and economics at Johns Hopkins University in Baltimore, where he graduated Phi Beta Kappa.

While at Johns Hopkins, Moore interned in the office of former Baltimore Mayor Kurt Schmoke. Moore was the first Black Rhodes Scholar in the history of Johns Hopkins University. As a Rhodes Scholar, he earned a Master's in international relations from Wolfson College at Oxford.

In 2005, Moore deployed to Afghanistan as a lieutenant with the 82nd Airborne Division, leading soldiers in combat. Immediately upon returning home, Moore served as a White House Fellow, advising on issues of national security and international relations.

In 2010, Moore wrote "The Other Wes Moore," a story about the fragile nature of opportunity in America, which became a perennial New York Times bestseller. He went on to write other best-selling books that reflect on issues of race, equity, and opportunity, including his latest book "Five Days," which tells the story of Baltimore in the days that followed the death of Freddie Gray in 2015.

Moore built and launched a Baltimore-based business called BridgeEdU, which reinvented freshman year of college for underserved students to increase their likelihood of long-term success. BridgeEdu was acquired by the Brooklyn-based student financial success platform, Edquity, in 2018.

It was Moore's commitment to taking on our toughest challenges that brought him to the Robin Hood Foundation, where he served for four years as CEO. During his tenure, the Robin Hood Foundation distributed over \$600 million toward lifting families out of poverty, including here in Maryland.

While the Robin Hood Foundation is headquartered in New York City, Wes and his family never moved from their home in Baltimore. Moore has also worked in finance with Deutsche Bank in London and with Citigroup in New York. Moore and his wife, First Lady Dawn Flythe Moore, have two children – Mia and James – and a dog, Tucker Balti.



Creating One Maryland: An Event That Sparked a New Beginning

In the late 2000s and early 2010s, Maryland's technology ecosystem was a collection of promising startups, research institutions and corporate innovators, but it lacked a central hub to bring them together. The state's entrepreneurial landscape was fragmented, with pockets of innovation scattered across different regions, often disconnected from one another.

Recognizing this disconnect, John Wasilisin, TEDCO's vice president at the time, observed the development of technology and entrepreneurship in other states. While visiting Austin, Texas, inspiration struck.

A spark of inspiration

Wasilisin recalled the experience, explaining that Maryland seemed to be "missing something." The environment in Austin reflected a level of collaboration that Maryland had yet to achieve. In Austin, he found a community of people that recognized the benefits of healthy competition – that, with "more people rowing in the same direction, the rising tide helps everyone."

This observation led him to consider everything Maryland had to offer – from federal laboratories to research universities to venture capital investors – and how he could help enable the collaborative environment that would spur innovation and growth. His brainstorming led him to a solution that required TEDCO to be the host.

Upon his return, he brought the idea to his staff, and the feedback was nothing short of positive, bringing the first Entrepreneur Expo into focus.

The first connection

Wasilisin's vision was simple: "I want a gathering of everyone who's got some kind of skin in the Maryland innovation ecosystem. The team all had a role and they all had complemented each other. I

was very fortunate, because there was no way I could do everything myself. I was excited to lead an amazing staff of people who were



dedicated to this, and we were all moving in the same direction."

By 2011, a unified platform for Maryland's entrepreneurial community was created through a modest gathering around the theme of "Harnessing the Power of Innovation in Maryland." This inaugural event marked a significant step forward, bridging the gaps between different sectors and regions; later, it was renamed to the "Entrepreneur Expo" ("Expo").

"I knew we were onto something because people were saying 'when's the next one?'" recalled Wasilisin. "All these different people were really energized about it, and they were comfortable with TEDCO being the facilitator of it because we weren't taking all the credit and we weren't aligned with any one particular entity. I think it allowed us to be seen as impartial and that was very important."

Progressing towards community

Each consecutive year, the Expo has grown exponentially, attracting hundreds of attendees from across the state and beyond. Through teamwork, the event has become a cornerstone of Maryland's innovation ecosystem, fostering connections, inspiring

entrepreneurs and driving economic growth.

With each successful iteration, the expectations for the event kept climbing. To meet this growing demand, TEDCO would gather information from attendees post event. Armed with feedback and knowledge, the event met the growing expectations.

"Every year, the program got bigger; more and more speakers were coming to us instead of us having to chase them," Wasilisin proudly noted. "The people came to get energized, and they walked out saying, 'You know what? Maybe I can do this.' They heard how hard it was for the successful entrepreneurs and would think 'I'm going through that same thing, but I shouldn't give up.'"

Creating One Maryland

As the event continued playing a pivotal role in strengthening Maryland's technology and life science ecosystem, TEDCO made sure to prioritize access to the event; people from all regions could attend by funding bus travel to bring attendees from Western Maryland and the Eastern Shore.

"Technology knows no boundaries," said Wasilisin, "I've seen some of the coolest technology from people on the Eastern Shore, in western Maryland and in southern Maryland. These entrepreneurs complemented the research universities and the federal labs in the metro regions of Maryland."

Having statewide representation allowed Expo to bridge the gap between academia and industry. By bringing together researchers, students, and faculty with entrepreneurs and investors, the event has fostered relationships that have led to the commercialization of new technologies.

Wasilisin witnessed such collaboration firsthand, describing the phenomenon as an accomplishment he "never thought [he'd] see" with how various entities typically worked.

Always looking forward, the occasion played a crucial role in inspiring the next generation of innovators, allowing seasoned leaders to

remember a time when they were the entrepreneurs, working towards a dream.

By showcasing the success stories of Maryland-based companies, young innovators were encouraged to pursue their entrepreneurial dreams.

Wasilisin recalls how successful businesspeople spoke at Expo sessions, then gave their time to younger entrepreneurs who were early in their journeys: "They remembered when they were in their other shoes...they really took the time to talk to them and actually sat down and had a coffee. I knew how important it was to the entrepreneur."

The final countdown

The event continued to grow, building communities and reaching the pinnacle of its goal by receiving recognition from Maryland's economic development community: the event received the Economic Development Marketing Award from The Maryland Economic Development Association (MEDA) in 2020.

"The Entrepreneur Expo was created to enable a community of collaboration across the state that matched John's vision; we've surpassed that," said current TEDCO CEO Troy LeMaile-Stovall. "We now have an entrepreneurial ecosystem that other states strive for."

After 10 events, it was clear that the event fulfilled its purpose, leading the organization to announce the final event of the series. However, even with the end in sight, one important message remains—the opportunities for One Maryland remain infinite.

"While it's bittersweet to see the event come to an end, we are excited to open up opportunities, allow others to shine and TEDCO the chance to support the ecosystem in other ways," said Tammi Thomas, TEDCO's Chief Development and Marketing Officer. "Each day needs a sunset for another sunrise to bring another day of joy and opportunities to the table; similarly, while the Expo series is ending, One Maryland remains."



TEDCO's 2025 Entrepreneur Expo made possible thanks to **TEDCO's Secret Sauce**



Tammi Thomas
Chief Development & Marketing Officer



Cassy Haber
Director, Development & Marketing



Brittney Jackson
Marketing Communications Specialist



Rajaniece Thompson
Grant Writer & Development Specialist



Rachael Kalinyak
Associate Director, Marketing & Communications



DeJonna Farrar
Assistant Director, Digital Marketing & Communications

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LET'S GET SOCIAL!

SUBSCRIBE TO TEDCO'S MONTHLY NEWSLETTER

Posting to social media during the event?!
Use the hashtag below
#TEDCOEXPO



TEDCO



/MDTEDCO
/THEENTREPRENEUREXPO



@MDTEDCO
@THEENTREPEXPO

AGENDA AT A GLANCE

7:00 AM - 8:00 AM	Exhibitor Registration & Set-up				
8:00 AM - 8:30 AM	Attendee Registration & Networking — Complimentary Breakfast				
8:30 AM - 9:30 AM	Keynote Session (Crossland Ballroom) SPEAKERS: Niccolo de Masi, IonQ Darryl Pines, President, University of Maryland, College Park Facilitator: Troy LeMaile-Stovall, TEDCO Remarks: Ellen Flowers-Fields, College of Southern Maryland, and TEDCO Board Chair				
TRACK					
	Capital & Global Connections	Leading Innovation to Market	From Lab to Market	Resource Pathways	Future Builders
ROOM	Jim Henson Room	Wayne K Curry Room	Harriet Tubman Room	Francis Scott Key Room	Charles Carroll Room
9:45 AM - 10:45 AM	Access to Capital: Different Funding Sources for Startups	AI Doesn't Mean Automatic Investment: How to Separate Your Company From the AI Noise	Bold Moves for the Baltimore Tech Hub: Funding Innovation from Colleges and Universities to Meet Industry-led Challenges	DefTech Voices	Reverse Engineering Your Exit: Growth with the End in Mind
10:45 AM - 11:00 AM	NETWORKING BREAK / EXHIBIT HALL (Calvert Ballroom)				
11:00 AM - 12:00 PM	Funding the Future: Life Sciences and Emerging Technologies	Thinking Like an Investor: What Founders Often Miss	The Innovation Flywheel: How Early Technology Transfer Wins Ignite Entrepreneurial Culture in Research Labs	SBIR/STTR Winners	AI Strategy Unlocked!

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12:15 PM - 1:15 PM	LUNCH - GRAB A BOX! EXPAND YOUR CIRCLE <i>(Crossland Ballroom)</i>				
	Keynote Session <i>(Crossland Ballroom)</i> SPEAKERS: Dana B. Stebbins, The Cornelius Group Inc. Brad Fallon, Maryland Department of Housing & Community Development Ricardo Benn, Maryland Department of Commerce Tom Sadowski, Maryland Economic Development Corporation (MEDCO) Facilitator: Troy LeMaile-Stovall, TEDCO Special Remarks: Maryland Governor Wes Moore				
1:30 PM - 2:30 PM	Concept Capital Pitch Competition <i>(Part 1)</i>	From First Pitch to Product-Market Fit: The Founder's Early Playbook	AI's Role in the Next Era of Regenerative Medicine	BRIDGE Talks: A capital conversation	Student Entrepreneur Survival Guide: Building While Balancing
2:30 PM - 2:45 PM	NETWORKING BREAK / EXHIBIT HALL <i>(Calvert Ballroom)</i>				
2:45 PM - 3:45 PM	Concept Capital Pitch Competition <i>(Part 2)</i>	Investing in Maryland's Future: SSBCI in Action <i>(Part 1)</i>	Regulating at the Speed of Science	Limited Resources? The Smart Path to Customers, Cash, and Scale	Future Founders: University Pitch Competition
3:45 PM - 4:00 PM	NETWORKING BREAK / EXHIBIT HALL <i>(Calvert Ballroom)</i>				
4:00 PM - 5:00 PM	Asia and Maryland - Accelerating Growth Through Cross-Border Investments	Investing in Maryland's Future: SSBCI in Action <i>(Part 2)</i>	Rooted in the Community: How the Orioles Build a Brand People Cheer For	2026 Policy & Budget Outlooks: Shaping Maryland's Innovation Economy & Regional Competitiveness	Navigating the Road to Clinical Trials in Regenerative Medicine
5:00 PM - 7:00 PM	CLOSING RECEPTION <i>(Exhibit Hall / Main Foyer)</i>				



PRESENTER



DIANA SMITH



GIVEAWAYS

YOU MUST BE PRESENT TO WIN!

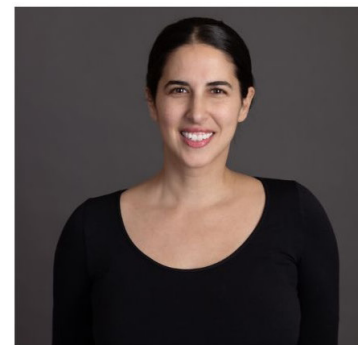
Make sure you attend the **Morning Keynote** for the chance to win unique giveaways.

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HEADSHOT PHOTO BOOTH

- GET YOUR FREE HEADSHOT TAKEN AT *THIS EXPO!*
- FIND YOUR HEADSHOT AFTER 10/21/25 BY CLICKING THIS QR CODE
- CLICK THE DOWN-ARROW BENEATH YOUR PHOTO TO DOWNLOAD



FULL AGENDA



8:30 AM - 9:30 AM
KEYNOTE SESSION
Crossland Ballroom

SPEAKER



Niccolo de Masi
IonQ

SPEAKER



Troy LeMaile-Stovall
TEDCO

REMARKS



Darryl Pines
President,
University of Maryland, College Park

REMARKS



Ellen Flowers-Fields
College of Southern Maryland,
& TEDCO Board Chair

Start your Expo experience with an inspiring conversation featuring Niccolo de Masi, a proven leader at the intersection of technology and business. Now serving as Chairman and CEO of IonQ, one of the most influential players in quantum computing, de Masi has built a career leading innovative companies, driving more than 50 mergers and acquisitions, and helping raise billions in growth capital.

In a fireside chat with TEDCO CEO Troy LeMaile-Stovall, de Masi will share insights on what it takes to scale groundbreaking technologies, why Maryland is emerging as a hub for quantum innovation, and how startups can thrive in today's fast-moving tech economy.

This session also features welcoming remarks from University of Maryland President Darryll J. Pines and TEDCO Board Chair Ellen Flowers-Fields, setting the stage for a day full of bold ideas, new connections, and opportunities to grow.



9:45 AM - 10:45 AM

**ACCESS TO CAPITAL: DIFFERENT FUNDING
SOURCES FOR STARTUPS**

Jim Henson Room



Bret Schreiber
Fulton Financial
Corporation



Dawn Medley
FSC First



Jeffrey Cherry
Conscious Venture
Partners, LLC

MODERATOR



Mindy Lehman
TEDCO

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Securing funding is one of the biggest hurdles for early-stage companies, but entrepreneurs have more options than ever before. In this session, hear from financial industry professionals and investors who will share insights on a range of funding sources, highlighting the benefits and trade-offs of each. You'll gain practical guidance to help you identify the right capital strategy to support your startup's growth.

THANKS TO OUR SPONSOR

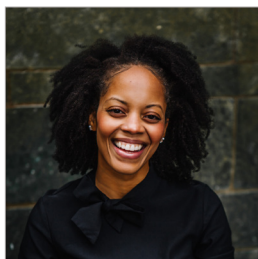




9:45 AM - 10:45 AM

AI DOESN'T MEAN AUTOMATIC INVESTMENT: HOW TO SEPARATE YOUR COMPANY FROM THE AI NOISE

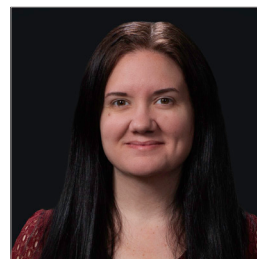
Wayne K Curry Room



Christine Sanni
Sybal Corp



Julie Saltman
Standd



Laura Nolan
Teamworx



Katherine Hill Ritchie
TEDCO

MODERATOR

There's a common belief that any AI-related company can easily attract funding. Our all-female panel will share their real experiences, highlighting both the challenges and opportunities of raising capital in today's market. Learn practical ways to clearly explain your value, stand out from the competition, and foster investor confidence.



9:45 AM - 10:45 AM

BOLD MOVES FOR THE BALTIMORE TECH HUB: FUNDING INNOVATION FROM COLLEGES AND UNIVERSITIES TO MEET INDUSTRY-LED CHALLENGES

Harriet Tubman Room



Jalaycia Lewis

Maryland Innovation Initiative, TEDCO



Lakey Boyd

Greater Baltimore Committee



Mary Morris

University of Maryland, Baltimore

MODERATOR



Abi Kulshreshtha

Maryland Innovation Initiative, TEDCO

The Baltimore Tech Hub has served as a nexus for investment to position the Charm City as the nation's leading hub for innovation. Alongside industry-led efforts convened by GBC to grow and attract new businesses to Baltimore and university-led efforts like the Baltimore Fund to attract innovators and startups, the State-funded Baltimore Innovation Initiative began deploying investments toward new technologies and ecosystem development efforts across Baltimore's universities, colleges, and community colleges. This panel will reflect on learnings from the rollout of the BII program, highlight the investments defining Baltimore's technology ecosystem, and discuss near-term opportunities to engage with industry, education institutions, and economic developers to build on Baltimore's innovation ecosystem.



9:45 AM - 10:45 AM

DEFTECH VOICES

Francis Scott Key Room



Mina Izadjoo
Integrated Pharma
Services



Mohammad Amin Tadayon
LEGIT



Neil Sorkin
Redhelm Labs LLC



Stephen Luckowski
Department of Defense

MODERATOR



Ann Liebschutz
TEDCO

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DefTech is more than simply getting companies to sign up as members to begin working on technology transfer agreements. DefTech helps companies soar above their competition, rise above challenges, and grow their companies.

This session offers an inside look at how Maryland's innovation ecosystem is tapping into the vast potential of federal research and development to drive private-sector growth. Attendees will hear directly from DefTech members about:

- *How they discovered and licensed federally developed technologies*
- *The challenges and opportunities of working with federal labs*
- *How DefTech's support accelerated their commercialization journey*
- *Lessons learned for other companies interested in tech transfer*



9:45 AM - 10:45 AM

**REVERSE ENGINEERING YOUR EXIT: GROWTH
WITH THE END IN MIND**

Charles Carroll Room



Abba Poliakoff
Gordan Feinblatt LLC



Benga Erinle
ATOLLO



Nancy Dillman
Clear Fracture LLC

MODERATOR



Graham Dodge
TEDCO

What if you could design your growth strategy backward—from your ideal exit? This panel explores how founders and business advisors are aligning operations, partnerships, and capital strategy with long-term outcomes like M&A, IPO, or succession. Learn how to position your company for the exit you want—starting now!



11:00 AM - 12:00 PM

FUNDING THE FUTURE: LIFE SCIENCES AND EMERGING TECHNOLOGIES

Jim Henson Room



Arti Santhanam
Emerging Technology
Centers



Deborah Hemingway
Ecphora Capital



Maggie Scully
Frederick National Laboratory
for Cancer Research



Myra Norton
Johns Hopkins Technology
Ventures (JHTV)

MODERATOR

Solving today's biggest challenges in health and technology takes strong collaboration across the innovation community. For life sciences and other emerging industries, raising capital can be especially tough with higher risks and longer timelines. In this session, industry leaders will share how they are working together to make funding more accessible and to support the growth of technologies that matter most for our future.

THANKS TO OUR SPONSOR





11:00 AM - 12:00 PM

THINKING LIKE AN INVESTOR: WHAT FOUNDERS OFTEN MISS

Wayne K Curry Room



Aurelia Flores

Virginia Venture Partners



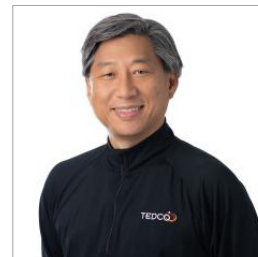
Dahna Goldstein

Halcyon Venture Partners



Mitch Brooks

High Street Equity
Partners



MODERATOR

Jean-Luc Park

TEDCO

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Ever wonder what's going through an investor's mind as you present your startup? In this candid, behind-the-scenes session, experienced investors will pull back the curtain on how they evaluate founders, pitches, and opportunities. You'll learn what entrepreneurs often get wrong, what signals investors are really looking for, and how to tailor your communication to align with their goals. Whether you're fundraising now or planning ahead, this session will help you shift your perspective and sharpen your pitch.

Key discussion points:

- *Common misconceptions founders have about investors*
- *How to show you've thought like an investor in your deck and delivery*
- *What your goal should be in every investor meeting*



11:00 AM - 12:00 PM

THE INNOVATION FLYWHEEL: HOW EARLY TECHNOLOGY TRANSFER WINS IGNITE ENTREPRENEURIAL CULTURE IN RESEARCH LABS

Harriet Tubman Room



Ajay Jha

Bowie State University



Alla McCoy

UM Ventures,
University of Maryland



Allen Morris

Henry M Jackson Foundation for the
Advancement of Military Medicine



Stacy Wassell

Frostburg State University

MODERATOR



Griffin St Louis

Maryland Innovation Initiative, TEDCO

Cultural change is often the hardest part of building a thriving innovation ecosystem, especially within academic research environments. But, when one translational project succeeds, it can flip a switch. Faculty start thinking differently. Graduate students explore entrepreneurship. Departments reimagine success. This panel explores the 'innovation flywheel' effect: how early wins in commercialization can generate institutional momentum, shift academic mindsets, and lay the foundation for sustainable tech-based economic development. Panelists will discuss how modest investments in proof-of-concept research, tech transfer support, and startup formation have led to cascading effects within their institutions: increased invention disclosures, deeper industry engagement, new funding pathways, and shifts in personnel incentives. The discussion will highlight lessons learned from programs like I-Corps, technology assessment grants, commercialization planning activities, and how they've accelerated change by demonstrating what's possible. Attendees will gain practical insight into creating momentum within academic ecosystems even when starting small.

DISCOUNTED PARKING

FOR THE HOTEL GARAGE

One-Time Sign-Up Process:

- Go to www.metropolis.io/join (or scan QR Code)
- Create your login
- Add your name, phone, zip code, credit card, and license plate
- Overnight guest parking: in/out privileges are available

Make sure to set this up before you leave the parking garage.

SCAN TO
SIGN-UP



Stop by the event registration desk for the discount code



WIFI

NETWORK:
TEDCOExpoAttendee

PASSWORD:
TEDCOExpo2025



BE MOVED

// Maryland's ongoing commitment to be at the forefront of innovation and technology gives startups a real chance at success here. //

Jeanette Ortegon
CEO, Waverly Technology, LLC



Grow Here: business.maryland.gov/local



11:00 AM - 12:00 PM
SBIR/STTR WINNERS
Francis Scott Key Room



Elizabeth Clayborne
NasaClip



Evandro Valente
Airgility

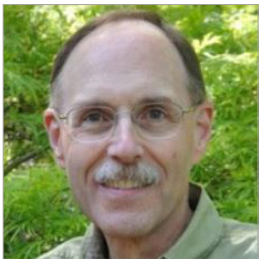


Phil Singerman
TEDCO Board Member



Xiaonao Liu
NanoBioFab

MODERATOR



Wayne Sternberger
BLOCKsynop, Inc.



Julia Deng
TEDCO

Writing your first proposal can be challenging. Our SBIR/STTR programs help companies get closer to an award by teaching them how to read, understand, and respond with clarity to solicitations. This year, we are joined by companies that will each talk about where they were when they began their journey and where they are today.



11:00 AM - 12:00 PM

AI STRATEGY UNLOCKED!

Charles Carroll Room



Debra Cancro

Independent Consultant



Jesse Alton

Virgent AI



Tim Kulp

Mind Over Machines Inc

MODERATOR



Justin Ferguson

TEDCO

This dynamic panel brings together visionary founders and seasoned business advisors who have successfully leveraged AI to transform their ventures. From early-stage experimentation to scalable implementation, panelists will share real-world strategies, lessons learned, and the pivotal decisions that unlocked growth. Whether you're just starting to explore AI or looking to refine your roadmap, this session offers practical insights and inspiration from those who've done it.

TEDCO's 2025 Entrepreneur Expo to Host the Second Concept Capital Pitch Competition

Innovative entrepreneurs compete to secure an additional \$25,000 in funding

Showcasing innovation and entrepreneurship, the second Concept Capital Pitch Competition will take place at TEDCO's 2025 Entrepreneur Expo. Up to 10 Concept Capital recipients, each having previously received \$25,000 in funding, will pitch their ventures to a panel of expert judges for the chance to win an additional \$25,000.

"This competition is one of the most exciting parts of the Expo, it's one of the many opportunities where you see the energy, creativity and ambition of Maryland entrepreneurs on full display," said Graham Dodge, vice president, Venture Development, TEDCO. "These founders are not just building companies – they're tackling meaningful challenges and creating solutions with the potential to transform industries."

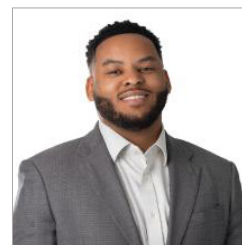
A panel of esteemed judges, renowned for their expertise in technology and venture capital, will be present to evaluate the pitches. Meet our [lineup](#):

- **Co-Moderator: Karen Zuccardi**, TEDCO
- **Co-Moderator: Justin Ferguson**, TEDCO
- **Maurice Boissiere**, DataTribe
- **Lisa Friedlander**, NEXT Shulman Rogers
- **Mike Ravenscroft**, Maryland Momentum Fund
- **Jerry Sanford**, Harbor Bank
- **Rondall Allen, PhD**, University of Maryland, Eastern Shore
- **Gregg Smith**, Toka Group

The Concept Capital program supports early-stage Maryland-based companies by providing pre-seed funding and connections to help transform promising ideas into market-ready solutions. Designed to fuel innovation at its earliest stages, the program not only offers financial support but also strategic guidance to help founders refine their business models, validate their markets and prepare for follow-on funding. Participants represent a wide range of industries and backgrounds, underscoring TEDCO's commitment to fostering diversity, equity and inclusion in Maryland's innovation economy.



Karen Zuccardi
TEDCO



Justin Ferguson
TEDCO



Maurice X. Boissiere
DataTribe



Lisa Friedlander
NEXT/My NEXT Raise



Mike Ravenscroft
University System of Maryland
Momentum Fund



Jerry Sanford
Harbor Bank



Rondall Allen
University of Maryland,
Eastern Shore (UMES)



Gregg Smith
Toka Group



12:15 PM - 1:15 PM

KEYNOTE SESSION

Crossland Ballroom

SPEAKER



Dana B. Stebbins

The Cornelius Group Inc.

SPEAKER



Tom Sadowski

Maryland Economic Development
Corporation (MEDCO)

SPEAKER



Brad Fallon

Maryland Department of Housing &
Community Development

SPEAKER



Ricardo Benn

Maryland Department of
Commerce

FACILITATOR



Troy LeMaile-Stovall

TEDCO

SPECIAL APPEARANCE



Governor Wes Moore

State of Maryland

27

Lighthouse Sectors and Early-Stage Entrepreneurs

Panel discussion with senior Maryland economic development members, to include Commerce, DHCD, MEDCO, and TEDCO, regarding the Governor's strategy for the light house sectors and growing the entrepreneurial opportunities for One Maryland.

THANKS TO OUR SPONSOR





1:30 PM - 3:45 PM
CONCEPT CAPITAL PITCH COMPETITION
Jim Henson Room



Jerry Sandford
The Harbor Bank



Lisa Friedlander
NEXT/My NEXT Raise



Maurice Boissiere
DataTribe



Mike Ravenscroft
University System of Maryland
Momentum Fund
MODERATOR



Gregg Smith
Toka Group



Rondall Allen
University of Maryland
Eastern Shore (UMES)



Karen Zuccardi
TEDCO



Justin Ferguson
TEDCO

Get ready for another Concept Capital Pitch Competition, where up to 10 Concept Capital recipients who have already received \$25k each will have the opportunity to secure another \$25k in investment to accelerate their ventures. This session showcases diverse startups tackling big problems, and you'll have a front-row seat as they present to a panel of expert judges. Don't miss this exciting opportunity to see innovation in action and witness the next big idea take flight!



1:30 PM - 2:30 PM

FROM FIRST PITCH TO PRODUCT-MARKET FIT: THE FOUNDER'S EARLY PLAYBOOK

Wayne K Curry Room



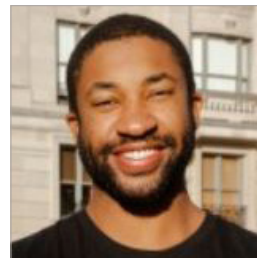
Arshan Dabirsiaghi

Pixee



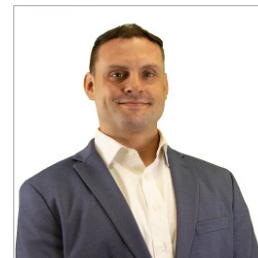
Justin Amoyal

Impruvon Health



Sherrod Davis

EcoMap Technologies



MODERATOR

Teddy Gresser

TEDCO

Every founder knows the path from idea to traction is anything but linear. In this conversation, the leaders of Impruvon Health, Pixee, and EcoMap unpack the pivots, near-misses, and breakthroughs that shaped their journeys. Expect real talk about fundraising challenges, building the right team, and how to keep moving forward when the playbook changes overnight.



1:30 PM - 2:30 PM

AI'S ROLE IN THE NEXT ERA OF REGENERATIVE MEDICINE

Harriet Tubman Room



Brian Jamieson

Diagnostic Biochips, Inc.



Daniel Lobo

University of Maryland,
Baltimore County



Miroslaw Janowski

University of Maryland,
Baltimore



Fan Wu

Diagnostic Biochips, Inc.

MODERATOR



Prem Umang

Modelus



Ruchika Nijhara

Maryland Stem Cell
Research Fund, TEDCO

AI is transforming stem cell and regenerative medicine, accelerating progress from bench to bedside. This panel brings together academic and industry experts to discuss how AI is advancing stem cell research, tissue engineering, and cell and gene therapy—shortening timelines, reducing costs, and improving patient access. Panelists will share real-world applications, address current challenges, and explore what's next for AI in regenerative medicine while balancing its promise with realistic expectations.



1:30 PM - 2:30 PM

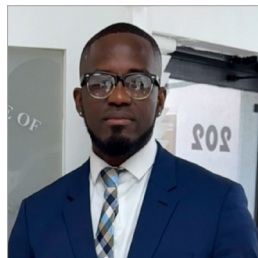
BRIDGE TALKS: A CAPITAL CONVERSATION

Francis Scott Key Room



Candy Schibli

Southeastern Roastery
Coffee



Daniel Moijueh

Mojey Fine Jewelry and
Diamonds



Hyacinth Tucker

The Laundry Basket



Logan Cundiff

Props

MODERATOR



Nona Minnifield Cheeks

Innovatyr, LLC

MODERATOR



Stephen Auvil

TEDCO

You're invited to attend a conversation about accessing capital. Talk with companies who engaged with our Business Resource Information, Development, and Guidance Ecosystem (BRIDGE) program to prepare for access to capital. We're reaching out across Maryland, Virginia, DC, and Delaware to find companies working in any area, from coffee roasteries to construction teams. Learn more about how BRIDGE can help you, whether that's through one of our BRIDGE programs or anywhere in the ecosystem.



1:30 PM - 2:30 PM

STUDENT ENTREPRENEUR SURVIVAL GUIDE: BUILDING WHILE BALANCING

Charles Carroll Room



Andres Londono
GoPanda LLC



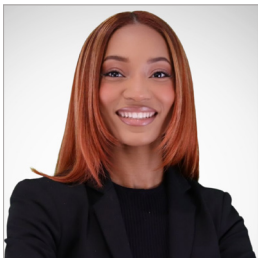
Markus Proctor
Innovators of Progress



Selena Shirkin
Fetal Therapy
Technologies

32

MODERATOR



Jalaycia Lewis
Maryland Innovation
Initiative, TEDCO

MODERATOR



Sephora Saint-Armand
TEDCO

Designed for student founders navigating the dual demands of academics and entrepreneurship, this session offers a candid look at what it takes to launch and sustain a venture while in school. Hear from student entrepreneurs and university partners about funding, mentorship, time management, and institutional support.



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exhibit table to share
your thoughts!



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2:45 PM - 5:00 PM

INVESTING IN MARYLAND'S FUTURE: SSBCI IN ACTION

Wayne K Curry Room



Elias Mufarech
Collide Capital



Emily McMahan
AIN Ventures



Sarah Sheppard
Maryland Department of
Commerce

MODERATOR



Shalanda Armstrong
100KM Ventures



Jack Miner
TEDCO

The two-part session will begin with brief investment thesis presentations from each fund, followed by a round of live startup pitches. The second half of the session features an interactive discussion where investors provide real-time feedback and highlight the critical skills and considerations that shape their decisions—from understanding tech stacks to budget planning.



2:45 PM - 3:45 PM

REGULATING AT THE SPEED OF SCIENCE

Harriet Tubman Room



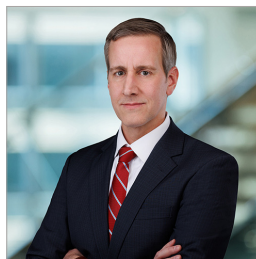
Adora Ndu

BridgeBio Pharma



Elaine Haynes

KaloCyte, Inc



Justin Coen

Venable LLP

MODERATOR



Rachel Rath

JLABS @ DC
Johnson & Johnson

35

Bringing breakthrough science from discovery to patients is never straightforward. While innovators across the life sciences are pushing the boundaries of what's possible, the speed of disruptive advances often outpaces regulatory and development processes. This panel will bring together industry experts to examine the challenges facing companies, regulators, and the healthcare ecosystem—and to discuss strategies for accelerating the path of transformational innovation to patients.



2:45 PM - 3:45 PM
**LIMITED RESOURCES? THE SMART PATH TO
CUSTOMERS, CASH, AND SCALE**
Francis Scott Key Room



David White
Tomorrow's Bio Today



Marissa Levin
Marissa International



Doyle Mitchell Jr.
Industrial Bank



Holly Huntley
LMD

MODERATOR



Troy LeMaile-Stovall
TEDCO

Every founder knows the hustle of trying to do more with less—and the risk of burning through money before proving the idea. But what if you could stretch every dollar further, validate smarter, and tap into funding sources you didn't even know existed? In this dynamic, high-energy session, investors, funding experts, and seasoned entrepreneurs will share real strategies for winning customers, unlocking non-dilutive capital, and scaling without waste. You'll walk away with fresh ideas, practical tools, and the confidence to grow your company sustainably in Maryland.



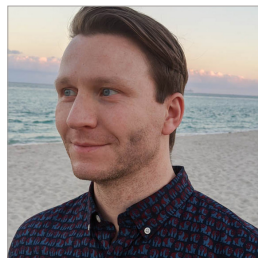
2:45 PM - 3:45 PM

FUTURE FOUNDERS: UNIVERSITY PITCH COMPETITION

Charles Carroll Room



Jainaba Ceesay
EBROSSO Consulting; NSF
I-Corps Instructor



Jimmy Edgerton
Tufts University; NSF I-Corps
Instructor



Malcolm Tyson
TEDCO



MODERATOR

Shannon Collins
Lightwork Enterprise

37

The Future Founders: University Pitch Competition is a premier showcase for graduates of the Mid-Atlantic I-Corps Hub, an NSF-backed regional program designed to foster entrepreneurial talent and translate groundbreaking university research into the marketplace. This event celebrates student and recent graduate founders from top universities across the Mid-Atlantic, providing a high-profile platform to pitch startups shaped by intensive customer discovery, lean startup training, and mentorship with industry experts.

Participants, all alumni of the rigorous I-Corps program, will present venture-ready ideas drawn from scientific research and real-world discovery. A panel of investors, entrepreneurs, and innovation leaders will judge the pitches, offering feedback and the possibility for further support or funding. The competition not only highlights the region's most promising innovators but also advances the growing innovation ecosystem created by the Mid-Atlantic I-Corps Hub, which spans Maryland and surrounding states.

Join to witness the future of university entrepreneurship as these founders share solutions poised to make a real-world impact, network with innovation leaders, and help celebrate the next generation of startups born in the Mid-Atlantic I-Corps ecosystem.

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TEDCO Announces University Pitch Competition to Take Place at 2025 Entrepreneur Expo

Entrepreneur Expo to host competition for I-Corps Hub graduates

Maryland's innovation ecosystem is continually evolving and growing as new entrepreneurial spirits emerge. To encourage this growth, TEDCO is pleased to present the "Future Founders: University Pitch Competition." The session will showcase graduates of the Mid-Atlantic I-Corps Hub, providing a platform for them to pitch startups shaped from their time in the program.

"We are thrilled to be giving innovators space to pitch, learn and flourish," said Tammi Thomas, chief development and marketing officer, TEDCO. "This competition is more than just showcasing talent; it's about creating real opportunities for those entrepreneurial spirits looking to drive meaningful change in their communities and beyond."

University Pitch Competition participants will present ideas drafted from scientific research and real-world discoveries fostered throughout their time in the regional program backed by the National Science Foundation. During the presentation, the participants will be judged by a panel of innovation leaders who will offer feedback and insights on how to better position their pitches in the future. Any questions about the competition should be directed to admin@lightworkenterprise.com.

"We are excited to continue supporting university-based innovation and the next generation of entrepreneurs. This competition provides current students and recent graduates with valuable exposure to the venture capital community, where they can receive meaningful feedback and guidance," said Shannon Collins, co-founder and director of Entrepreneurial Learning at Lightwork Enterprise.

Judges for the competition include:

- **Facilitator: Shannon Collins**, Lightwork Enterprise
- **Jainaba Ceesay**, Ebross Consult, NSF I-Corps Instructor
- **Jimmy Edgerton**, Tufts University, NSF I-Corps Instructor
- **Malcolm Tyson**, TEDCO



4:00 PM - 5:00 PM

**ASIA AND MARYLAND - ACCELERATING GROWTH
THROUGH CROSS-BORDER INVESTMENTS**

Jim Henson Room



MyeongSeon Kim

Korea Venture Investment
Corporation – New York Office



Troy LeMaile-Stovall

TEDCO



KunLun Lien

AIIDA TAIWAN (APAC Investment
and Innovation Development
Association TAIWAN)

MODERATOR



Eddie Resende

World Trade Center
Institute



David Tohn

BTS Software Solutions

This fireside chat will explore the growing connections between South Korea, Taiwan, and Maryland in technology and life sciences. Speakers will discuss how cross-border investments and partnerships can drive early-stage growth, foster innovation, and strengthen shared interests in economic and tech development. Attendees will gain a deeper understanding of the opportunities and pathways for collaboration between these dynamic regions.



4:00 PM - 5:00 PM

ROOTED IN THE COMMUNITY: HOW THE ORIOLES BUILD A BRAND PEOPLE CHEER FOR

Harriet Tubman Room



Kerry Watson

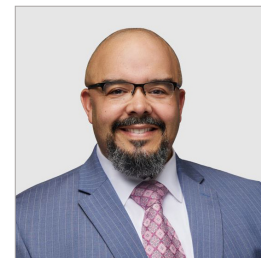
Baltimore Orioles



Mark Fine

Baltimore Orioles

MODERATOR



Thomas Bundy III

Zealous Advocates

41

What does it take to build a brand that inspires loyalty and pride? In this fireside chat, Mark Fine and Kerry Watson of the Baltimore Orioles share how the team has deepened its roots in the community and created meaningful connections with fans that extend far beyond the ballpark. From cultivating trust and loyalty to engaging audiences through authentic storytelling, Mark and Kerry will explore lessons every entrepreneur can apply to strengthen their own brand. Join us to learn how connecting to fans and building community can turn customers into champions and brands into movements.



4:00 PM - 5:00 PM

**2026 POLICY & BUDGET OUTLOOKS: SHAPING
MARYLAND'S INNOVATION ECONOMY &
REGIONAL COMPETITIVENESS**

Francis Scott Key Room



Comptroller Brooke Lierman
Office of the Comptroller of
Maryland



Delegate Stephanie Smith
Maryland General Assembly



Senator Jack Bailey
Maryland General Assembly



John Bohanan
Cornerstone Government
Affairs

MODERATOR

42

What's ahead for Maryland in 2026?

Join us for an eye-opening legislative panel and fireside chat as we dive into what's on the horizon for Maryland's economy, innovation ecosystem, and budget priorities in the upcoming 2026 General Assembly session.

With the Moore Administration putting economic development and emerging industries front and center, what policy shifts, funding decisions, and growth strategies will shape our future? And how will changes at the federal level ripple through Maryland's economy?

This timely discussion will bring together state leaders and policy experts to explore the critical questions shaping Maryland's fiscal and economic path — and what it all means for our competitiveness in the Mid-Atlantic region and beyond.

Key Topics We'll Explore:

- 1. Federal Funding Fallout: What do shifts in federal policy and potential funding cuts mean for Maryland's budget and legislative agenda?*
- 2. Economic Development vs. Budget Pressures: How can Maryland continue to drive innovation while staying fiscally responsible? And how does our revenue growth stack up against neighboring states like Virginia?*
- 3. Mid-Atlantic Momentum: What bold moves can Maryland make to jump-start our economy and lead in regional competitiveness?*

Whether you're a policymaker, business leader, entrepreneur, or just interested in the future of Maryland's economy — this is the conversation you won't want to miss.



4:00 PM - 5:00 PM

NAVIGATING THE ROAD TO CLINICAL TRIALS IN REGENERATIVE MEDICINE

Charles Carroll Room



Luis Alvarez
Theradaptive

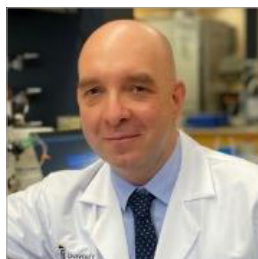


Luis Garza
Johns Hopkins University

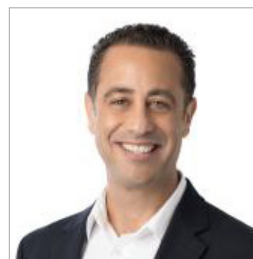


Samson Tom
Britecyte, Inc

MODERATOR



Djordje Atanackovic
University of Maryland Greenebaum
Comprehensive Cancer Center



Ben Antebi
Maryland Stem Cell Research
Fund, TEDCO

43

The transition from innovative discovery to clinical application represents one of the most complex and pivotal phases of medical research. This critical pathway is fraught with translational hurdles that shape the fate of a technology.

The Maryland Stem Cell Research Fund (MSCRF) will convene a distinguished panel of grant awardees who are advancing novel therapies and technologies toward the clinic. These leaders will share their perspectives and experiences on the obstacles and opportunities inherent in moving a product from the bench to clinical trials, including regulatory and commercialization strategies in the stem cell and regenerative medicine field. The discussion will also offer opportunities for strategic partnerships with the overall goal of accelerating the delivery of groundbreaking treatments to patients.

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45

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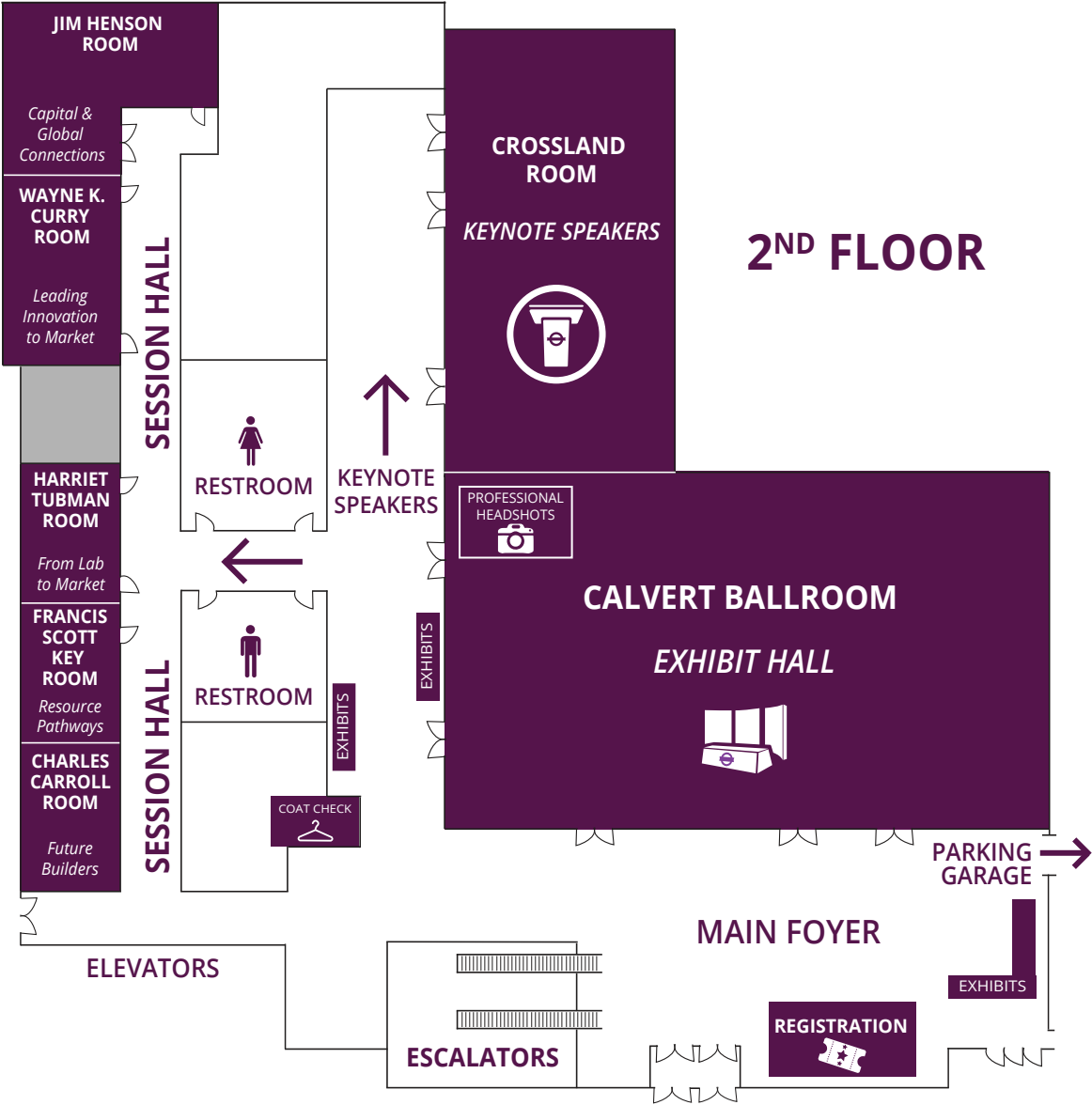
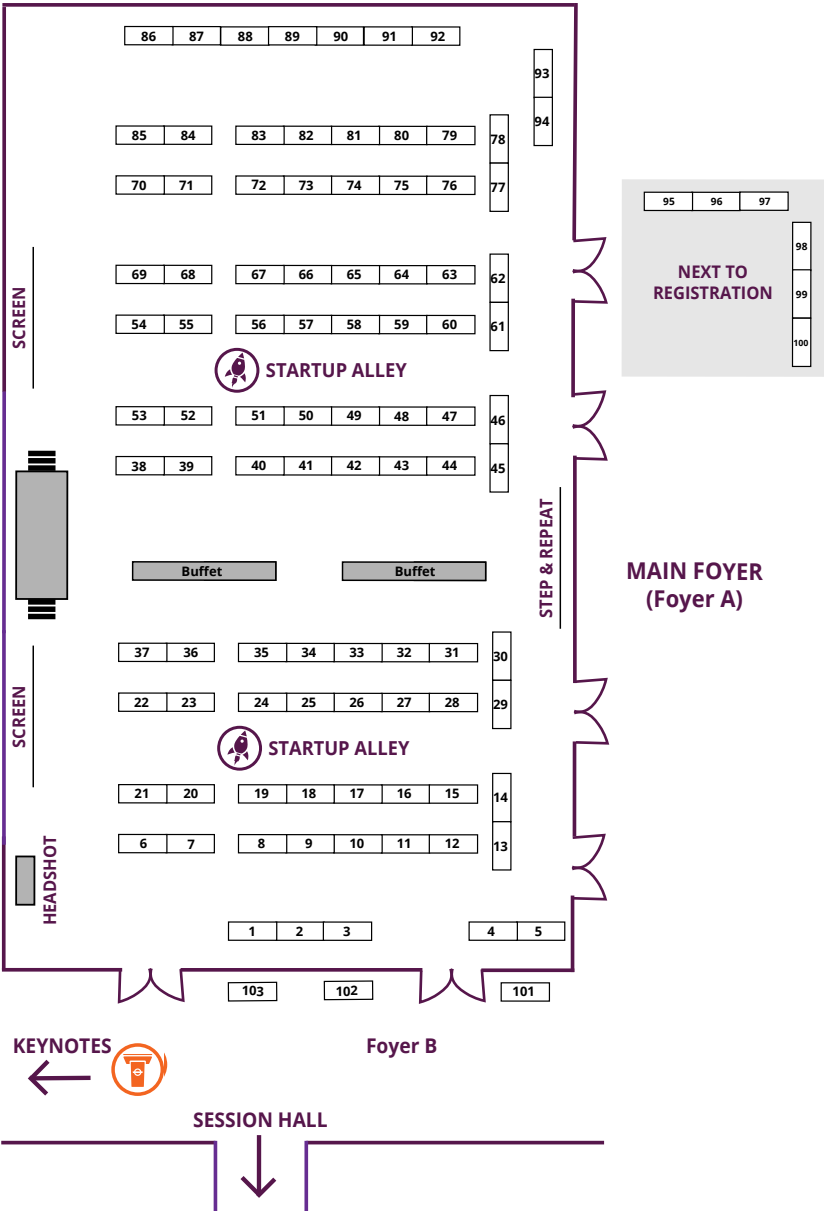


EXHIBIT HALL

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1104Health

Rose Wang, CEO
rwang@1104health.com
1104health.com
Bethesda, MD

1104Health is building a region-based clinical collaboration platform that connects academic and community oncologists to enable Shared Care—accelerating clinical trial enrollment, expanding access to advanced treatments, lowering costs, and keeping patients connected to trusted doctors.

63

Anne Arundel Economic Development Corporation

Jill Porter, Business Development Director
jporter@aaedc.org
www.aaedc.org
Annapolis, MD
410.222.7410

Founded in 1993, the Anne Arundel Economic Development Corporation (AAEDC) is a 501(c)(3) based in Annapolis, Maryland, that fosters diverse economic growth by connecting businesses with resources like financing, site selection, and permitting—empowering job creation and revitalizing communities in Anne Arundel County. Learn more at www.aaedc.org.

50

90

Acarin Inc

Dinesh Ganesan, CTO
dinesh@acarin.net
www.acarin.net
Woodbine, MD
443.558.8329

Acarin Inc. is a woman-owned, Columbia, Maryland-based AI and digital-transformation firm offering data engineering, cloud and DevOps modernization, conversational-AI, and UX design. With a Chief Growth Officer driving business development and strategic marketing, Acarin enables scalable, user-centric solutions for government and enterprise innovation.

57

App Beacon

Hector Ocasio, CEO
hector@appbeacon.com
appbeacon.com
Columbia, MD
240.424.8055

App Beacon is a software platform that helps service businesses and multi-location franchises deliver personalized client experiences through their own branded mobile apps.

50

Ardent Privacy

Sameer Ahirrao, CEO
advisor@ardentsec.com
www.ardentprivacy.ai
Catonsville, MD
833.888.7853

Ready for Maryland's' new data privacy regulation(MODPA)? Ardent's technology "TurtleShield" empowers enterprise security, legal, and data teams to implement and manage privacy & data security posture within the organizations with rapid data asset visibility and actions to enable privacy compliance, meaningful data protection, and reduce cost of compliance and data breaches.

72

Baltimore City Chamber of Commerce

Tiffany Bethea, Executive Director
tbethea@baltimorecitychamber.org
www.baltimorecitychamber.org
Baltimore, MD
443.860.2020

The Baltimore City Chamber of Commerce is where Baltimore businesses build, scale, and lead. We're more than a membership organization — we're the platform where entrepreneurs and enterprises come together to drive Baltimore's growth.

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Astek Diagnostics

Courtney Cavin, COO
courtney@astekdx.com
astekdx.com
Baltimore, MD

Astek Diagnostics is a medical device company focused on revolutionizing the diagnosis and treatment of bacterial infections. The company's innovative Jiddu Platform efficiently isolates bacteria from urine samples and evaluates sensitivity to various antibiotics in one hour. Astek aims to help healthcare professionals make informed decisions about antibiotic treatment.

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Baltimore Underground Science Space

Lisa Scheifele, Executive Director
lscheifelee@bugssonline.org
www.bugssonline.org
Baltimore, MD

BUGSS is a non-profit laboratory offering classes, seminars, and lab access so that amateurs, professionals, citizen scientists, activists, and artists can safely and affordably investigate the living world. We serve both the public and also early-stage companies, reducing startup costs by providing accessible, dedicated, low cost lab space and equipment.

EXHIBITORS A-Z

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BioBuzz Networks

www.biobuzz.io

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BioHealth Innovation (BHI)

Rich Bendis, Founder, President & CEO

rbendis@biohealthinnovation.org

www.biohealthinnovation.org

Rockville, MD

301.637.7950

BioHealth Innovation, Inc. (BHI) is a nonprofit that accelerates the commercialization of life sciences innovations. BHI offers strategic advisory services, non-dilutive funding support, market research, international soft-landing assistance, and an Entrepreneurs-in-Residence (EIR) program. BHI also helped establish the BioHealth Capital Region brand to unite and grow the region's innovation ecosystem.

10

Bowie State University

Dr. Ajay K Jha, Director, Technology Transfer & Innovation

ajha@bowiestate.edu

www.bowiestate.edu

Bowie, MD

301.860.4397

Founded in 1865, Bowie State University offers high-quality educational opportunities with 65 bachelor's, master's, doctoral, and certificate programs across arts and sciences, technology, business, education, healthcare, and related disciplines. Students are empowered to think critically and learn innovation. The university generates more than \$351 million in total economic impact.

Calvert County Economic Development

www.calvertcountymd.gov

The Calvert County Department of Economic Development works to attract and support businesses through personalized assistance, site selection guidance, and connections to local and state resources. We welcome companies of all sizes and sectors, fostering sustainable growth and a resilient economy rooted in Calvert County's rural character and heritage.

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Capstone Tech

capstonetech.co

Alexandria, VA

AI and Software development for nonprofits and mission driven organizations. Current products include Capstone Interviewer and Capstone Coach.

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Carroll County Economic Development

Denise Beaver, CEcD, Director

dbeaver@carrollcountymd.gov

carrollbiz.org

Westminster, MD

410.386.2070

Carroll County Economic Development is committed to providing support to start a new venture or expand an existing enterprise. We are a results-oriented team that creates competitive and customized business solutions. To learn more about opportunities available in Carroll County, email info@carrollbiz.org, visit carrollbiz.org, or call 410-386-2070. Grow Better Here!

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CC Biotech

Martha Knight, Executive and Scientific Director
marthaknight@ccbiotech.us
Rockville, MD
240.669.9281

CC Biotech develops countercurrent chromatography separations technology using the patented spiral rotor, STS-4 for purification of all types of molecules. Laboratory is re-opening in Rockville for applications of spiral CCC in isolation of biomolecules, natural products, vaccines and a new area of research in critical materials recovery.

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City of Frederick, Department of Economic Development

Mary Ford-Naill, Manager, Economic Development
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Frederick, MD
301.600.6360

The City of Frederick Department of Economic Development supports Maryland's fastest-growing region. With a thriving entrepreneurial community and strong business ecosystem, Frederick fosters innovation, growth, and opportunity. The department connects resources, advances projects, and promotes a community where companies and residents can thrive.

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CONNECTpreneur

Tien Wong, CEO
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CONNECTpreneur.org
Washington DC
703.932.9191

CONNECTpreneur RocketPitch is the World's Largest monthly investor pitch event, mashing up 600 – 800+ top founders, investors, and business leaders featuring awesome networking, newsmaking speakers, and a "Rocket Pitch" showcase of exciting early-stage companies.

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EXHIBITORS A-Z

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DataTribe

info@datatribe.com
www.datatribe.com
Fulton, MD

The DataTribe Foundry leverages deep experience and expertise to build and launch successful product companies. The team is from Silicon Valley, Intelligence Community founders, investors, and experienced entrepreneurs. We know what it takes to build a company, but more importantly, we understand the world our startup founders are coming from.

3

DEVCOM Army Research Laboratory

ORTA@arl.army.mil
arl.devcom.army.mil/collaborate-with-us/
avenue/technology-transfer/
Adelphi, MD

U.S. Army Combat Capabilities Development Command (DEVCOM) Army Research Laboratory's Technology Transfer programs connect our pioneering inventions with business and academia. ARL's experienced staff provide support through the technology transfer process via opportunities including Patent License Agreements, Cooperative Research and Development Agreements (CRADAs) and Test Service Agreements.

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DATATRIBE

99

DelveHR

Blair Slaughter, Founder and CEO
Blair@delveconsult.com
www.delveconsult.com
Cockeysville, MD

DelveHR provides fractional HR support to growth stage companies, no matter where they are in their journey. From handbooks to readying for an exit, DelveHR's experienced team will ensure you have "everything you need and nothing you don't" for your People Operations, freeing you to focus on building your company.

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Didara Technology**www.didara.tech**

Didara Technology specializes in ambient intelligence, crafting technology that adapts to the needs of its users. Our flagship platform offers integrated hardware and software to support older adults who are aging in place.

17

Direct Dimensions, Inc.

Michael Raphael, Founder and CEO
info@dirdim.com
www.dirdim.com
Owings Mills, MD
410.990.0880

Direct Dimensions is a leading 3D scanning services and product sales firm for transforming physical objects and spaces into realistic 3D digital models for engineers, artists, and architects compute and design. Whether it's for digital fabrication, 3D design, or visualization, our 3D scanning helps you blend reality with spatial computing.

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Discovery District Partnership

**Tanya Haro, Marketing and
 Programming Associate**
tharo@terrapindevelopment.com
linktr.ee/discoverydistrictpartnership
College Park, MD

Discovery District Maryland—hailed as the Capital of Quantum—is a thriving hub for startups, global corporations, federal agencies, researchers, and residents. With partners like IonQ and Microsoft, and steps from UMD and D.C., it connects innovators to unmatched talent, transit, recreation, and opportunity—where ideas move fearlessly forward.

DISCOVERY DISTRICT
PARTNERSHIP

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Droserix LLC

Suker Li, CEO
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Baltimore, MD
(410) 754 4297

Droserix was founded to revolutionize biosensing with patented nanoscale electrode technology. Our platform enables cellular-level detection with unprecedented precision, demonstrating a 0.03 μM limit of detection for dopamine and 0.01 mM for glucose. Droserix's tech will effectively lower barriers to advanced neuroscience research and enable more precise pharmaceutical development.

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EXHIBITORS A-Z

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Dynamic Dimension Technologies

Karl Leodler, Founder and CEO
kleodler@dynamicdimensiontechnologies.com
 Westminster, MD
 703-963-2204

Dynamic Dimension Technologies (DDT) delivers next-generation digital twin and simulation solutions through its flagship platform, VxSIM. Trusted by the U.S. Navy, DDT integrates physics-based modeling, AI/ML, and real-time control for naval design, autonomy, and Blue Tech applications—driving innovation in shipbuilding, offshore energy, and workforce development across Maryland and beyond.

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ETC Baltimore

Dr. Arti Santhanam, Executive Director
info@etcbaltimore.com
etcbaltimore.com
 Baltimore, MD
 410.779.3848

ETC's mission is to connect Baltimore's startups and tech entrepreneurs to the technology, capital, talent, and community they need to succeed.

Whether you're a tech entrepreneur, a partner, or an investor, let's work together to create a vibrant and inclusive tech ecosystem in Baltimore.



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Esurgi

Payam, Kamjoo
payam.kamjoo@esurgi.com
www.myesurgi.com

Esurgi has three solutions: a biofeedback device to improve back pain outcomes and reduce costs, a platform that decreases ACL injury risks, and a system that predicts neurological diseases (including Alzheimer's) a decade ahead of symptoms. We look to meet investors, thought leaders, influencers, and ecosystem builders for feedback.

Elevo

Morgan Smith, CEO & Founder
morgan@meetelevo.com
www.meetelevo.com
 Baltimore, MD

Elevo is an all-in-one platform built for businesses of one—offering everything solopreneurs need to launch, manage, and grow in one place.

- One login & one monthly fee
- Tools that actually fit how solopreneurs work
- Personalized business checklists
- A community of solopreneurs who can hire & be hired

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F3 Tech Biomanufacturing Facility

Anindya Chanda, Facility Manager
biomfg@f3tech.org
f3tech.org
Easton, MD
410.770.9330

F3 Tech Biomanufacturing Facility propels biotechnology startups from laboratory to marketplace. Our pilot-scale facility provides the crucial bridge for companies ready to refine processes and initiate production by offering ISO 8 labs equipped with bioreactors plus a common analytical testing lab, allowing startups to generate revenue and strategically scale operations.



13

Federal Laboratory Consortium

info@federallabs.org
federallabs.org
Washington, DC

The FLC, a nationwide network of over 300 federal laboratories, provides strategies and opportunities for accelerating the development of federal technologies into the marketplace through a collaborative process called technology transfer (T2).



DISCOVERY DISTRICT PARTNERSHIP

The Partnership was launched in 2024 to enhance the experience of Discovery District residents, workers and visitors.

Supported by COPT Defense Properties, St. John Properties, Inc., Gilbane Development Company, and the University of Maryland Enterprise Corporation, the Partnership is managed by a subsidiary of Terrapin Development Company.

To learn more about Discovery District visit:
<https://linktr.ee/discoverydistrictpartnership>



Maryland's Newest Pilot-Scale Biomanufacturing Facility

***Created for validation, process refinement,
and pilot-production***

- ISO Classified Cleanroom Labs
- 10L Bioreactors
- Analytical Testing Lab
- Conference Room & Coworking Area
- Fulfillment, Shipping & Receiving Area

29000 Information Lane, Unit 507
 Easton, Maryland 21601
 f3tech.org

EXHIBITORS A-Z

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Forager Station

Patrick Ho, Founder
business@foragerstation.com
www.foragerstation.com
Frederick, MD

Forager Station is transforming waste and toxic wastewater into critical minerals with the highest efficiency electrochemical recovery processes. Targeting magnesium, lithium, ammonia, aluminum, and other industrial minerals.

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Frederick County Office of Economic Development

Lara Fritts, Director, Frederick County Division of Economic Opportunity
lfritts@frederickcountymd.gov
www.discoverfrederickmd.com
Frederick, MD

Frederick County's economy is robust and poised for continued growth, making it the premier location for businesses and job seekers alike. The Office of Economic Development is the primary contact for businesses to start, locate and expand. We assist in site selection, workforce recruitment and training, incentives, marketing and more. consulting and business advisory services.

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Foresight Science and Technology

Alyssa Belleville, Director of Sales and Marketing Contract Watchdog
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foresightst.com
Hopkinton, MA
401.273.4844

Foresight Science & Technology is a world-leading full-service commercialization consultancy Guiding Innovations to Market since 1980. Our staff of over 60 Consultants have expertise across all industries, providing unique capabilities to look across many sectors and business models to accurately and creatively evaluate commercial potential and formulate strategies for market success.

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Frederick National Laboratory for Cancer Research

Magdalena Scully, Partnership Development Office Director
maggie.scully@nih.gov
frederick.cancer.gov
Frederick, MD

We are a national laboratory and Federally Funded Research and Development Center dedicated to the application of biomedical science and technology to improve human health. FNLCR scientists conduct basic, translational and applied research, create new technologies, and collaborate with government, industry and academic colleagues.

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Frostburg State University

Stacy Wassell, Director, Summit Station
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Frostburg, MD
240.727.5287

Frostburg State University is located in beautiful Western Maryland. Our Frostburg campus covers 260 acres in the city of Frostburg, a Historic Main Street community. FSU not only shares our hometown name of Frostburg but is intricately connected to all that our location offers our students for living and learning.

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FSC FIRST

Yakita Wilkinson, Manager, Marketing & Programs
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www.fscfirst.com
Largo, MD
301.883.6900

FSC First is a nonprofit CDFI and SBA Certified Development Company fueling business growth across Maryland. We empower underserved small businesses with access to capital, grants, and technical assistance. More than a lender, we are a partner driving job creation, economic development, and inclusive community prosperity.



54

Gaia Agricultural Technology

James Highsmith, CEO
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www.thegaiaibox.com
Ft. Washington, MD
276.759.2783

Gaia Agricultural Technology delivers modular hydroponic systems that generate renewable energy while growing fresh produce. Our patented water-to-energy innovation powers communities, developers, and farms with scalable, weather-independent resilience; transforming food and energy infrastructure into sustainable, future-ready solutions for cities worldwide.

25

Good Gov AI

Johntel Greene, Founder and CEO
Johntel@goodgov.ai
app.goodgov.ai
Hyattsville, MD
301.531.4723

Good Gov AI is a platform that synthesizes legislative information, AI-powered assistance, and practical tools to make civic engagement straightforward for everyone, from first-time advocates to seasoned professionals—without pretense, just simple, effective tools to get things done.

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EXHIBITORS A-Z

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GovieRates

Jeff Wilson II CPA/PFS, CGMA, Founder
customersuccess@govierates.com
www.govierates.com
Largo, MD
240.244.9813

GovieRates is a modern, low-cost ERP built for government contractors. Using proprietary logic, it unifies project, contract, and financial management into one simple platform. By integrating with QuickBooks, GovieRates helps businesses streamline operations, maintain compliance, and scale efficiently—delivering enterprise-level power without enterprise-level cost.

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Harbor Designs & Manufacturing

Joshua Barnes, COO
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Harbor Designs and Manufacturing
Baltimore, MD
410.605.9399

Harbor Designs & Manufacturing is an ISO 9001/13485 certified product design, prototyping, and regional manufacturing center offering turn key product development and scalable manufacturing solutions. Harbor manufactures medical and biomedical devices, consumer products, and solutions for diverse industrial markets. Clients include start ups, universities, hospitals, government agencies and large corporations.

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Gripz, LLC

Lynn J Rust, CEO
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gripz.biz
Silver Spring, MD
2407060650

Gripz, LLC develops and markets the Sher-Hold line of adaptive devices that slide over commonly used tools (eating and writing utensils, paintbrushes, more) to help people with fine-pinch dexterity issues that arise from finger injuries or amputations, osteoarthritis, and more, enhancing independence, creativity, and quality of life.

64

Howard County Economic Development Authority

support@hceda.org
www.howardcountyeda.org
Columbia, MD
410.313.6500

Howard County Economic Development Authority (HCEDA) fuels innovation, growth, and opportunity in Maryland. We support entrepreneurs, startups, and established companies with resources, connections, and programs to thrive. From the Maryland Innovation Center to business expansion services and funding, HCEDA helps businesses scale and communities prosper. Visit us to learn more.

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Howard University & PNC National Center for Entrepreneurshipwww.hupnccenter.howard.edu

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Johnson & Johnsonwww.jnjinnovation.com

Johnson & Johnson works across innovative medicine and medical technology sectors to accelerate early-stage, transformational solutions by catalyzing the most promising ideas. Our goal is to help life science innovations thrive through collaboration and partnership with the global ecosystem, so that together we can change the trajectory of human health.

Johnson & Johnson

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Incubators + Labs at Hagerstown Community College

Maureen Kolb, Director
makolb@hagerstowncc.edu
www.incubatorhcc.com
Hagerstown, MD
240.500.2728

The David W. Fletcher Incubator + Labs and Culinary Incubator at Hagerstown Community College support entrepreneurs with expert mentoring, business resources, and affordable office, lab, and commercial kitchen space—perfect for launching and growing innovative ventures in a collaborative environment. available at substantial scale.

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Integrated Pharma Services (IPS)

www.integratedpharmaservices.com
Rockville, MD

A women-owned, award-winning Biotechnology and Contract Research Organization (CRO) recognized for its reliability in testing, scientific, and regulatory consulting services. Certified to ISO 9001:2015 standards, IPS specializes in scientific consulting as well as pre-clinical and clinical research, including evaluation of candidate therapeutics and medical devices. IPS is also GLP-compliant, and a DEA-certified analytical laboratory authorized to work with controlled substances.

1

IP Brainbox

Wale Godo, Catalyst
info@ipbrainbox.com
www.ipbrainbox.com
West Friendship, MD
443.823.3408

IP Brainbox is a patent intelligence platform offering instant patent valuation, investor pitch matching, and an IP marketplace. We help inventors, startups, and businesses monetize intellectual property with confidence using AI-powered tools and crowdsourced insights.

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EXHIBITORS A-Z

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JIO ROBOTICS LLC

Jyothirmaye Challa, CEO
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www.jiorobotics.com
Columbia, MD
443.563.0282

At JIOROBOTICS develops Humanoid Robots for Industrial Automation Operations (IO), advancing precision, safety, and scalability for global manufacturing and workforce transformation.

At JIO ROBOTICS ACADEMY provides hands-on training in Robotics, AI, and automation, equipping students and professionals with industry-ready skills through labs, projects, and real-world applications.

95

Justin Panzer Consulting LLC

Justin Panzer, Marketing Consultant & Strategic Advisor
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justinpanzer.com
Baltimore, MD
443-538-6465

I help early- and growth-stage B2B tech companies turn marketing into a growth engine, whether building from scratch or getting underperforming programs unstuck. I help founders, GTM leaders, and investors sharpen their story, fill skill gaps, and put systems in place to drive demand, build pipeline, and scale.

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Johns Hopkins Center for Innovative Diagnostics for Infectious Diseases

Bill Osburn, Assistant Professor
wosburn1@jhmi.edu
www.jhcidid.org
Baltimore, MD

The JH Center for Innovative Diagnostics for Infectious Diseases accelerates the development of accessible infectious disease diagnostics through multidisciplinary innovation along the development pipeline from research to impact in different settings. The Center promotes diagnostic innovation and provides clinical biospecimen and clinical testing expertise and support to accelerate technology development.

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LASARRUS

Lloyd Emokpae, PhD, CEO & Co-Founder
lloyd.emokpae@lasarrus.com
www.lasarrus.com
Baltimore, MD
301-388-5453

Saving lives and reducing costs, LASARRUS' WearME uses bilateral acoustic sensors and AI to remotely monitor COPD and detect flares 48 hours early. Loaned hardware and a \$76/month SaaS cut nurse triage by 50%, reduce ER visits and readmissions, and provide reimbursable, holistic respiratory and cardiac monitoring.

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LMD – a change agency™

Holly Huntley, President
hhuntley@lmdagency.com
lmdagency.com
Columbia, MD
410.456.4494

LMD is a full-service marketing and communications agency with 50 years of experience headquartered in Columbia, MD. We provide a wide range of in-house capabilities for brands and businesses at every scale, including branding, design, content, research, strategy, video, web, and organizational change management. Lead, market, and deliver with LMD.



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Malloy Industries

Mike Malloy, CEO
hello@malloyindustries.com
malloyindustries.com
Annapolis, MD
443.694.1545

Malloy Industries helps Founders scale faster by surrounding them with trustworthy fractional executives who take on the roles you're not built to carry in finance/ops/HR/sales/marketing.

If you're feeling stretched thin, ready to upgrade a department, or need to replace someone ASAP, that's exactly the kind of pain they solve.

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Maryland Business Innovation Association

Hakim Dyer, Executive Director
hakim@mdinnovate.org
mdinnovate.org
Easton, MD
240.786.8742

The Maryland Business Innovation Association (MBIA) unites incubators, accelerators, labs, coworking spaces, and innovation centers across Maryland. Our statewide network delivers resources, connections, and programming that help entrepreneurs grow and commercialize ventures -- positioning Maryland's diverse industries at the tipping point of innovation. consumer products, and diverse industrial solutions.

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Maryland Department of Commerce

Harry Coker, Jr., Secretary
info.commerce@maryland.gov
Commerce.Maryland.Gov
Baltimore, MD
410.767.6300

Maryland Department of Commerce is the state's primary economic development agency, dedicated to creating quality jobs by attracting new businesses, stimulating private investment and encouraging the expansion and retention of existing companies; in addition to promoting the state's many economic advantages to spur economic development, international investment, trade and tourism.



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EXHIBITORS A-Z

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Maryland Department of Housing & Community Development (DHCD)



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Maryland Economic Development Corporation (MEDCO)

info@medco-corp.com
www.medco-corp.com
Baltimore, MD

MEDCO fosters business growth, attracts new companies and investment, creates jobs and supports Maryland's economy through innovative bond financing, advisory services, real estate development and workforce programs.

Guided by equity, integrity, community and excellence, MEDCO partners with public and private entities to deliver strategic solutions that drive economic growth across the state.



5

Maryland Energy Innovation Accelerator

Mike Ducker, Climate Tech Ecosystem Manager
mike.ducker@mdeia.org
www.mdeia.org
College Park, MD
301.314.6061

The Maryland Innovation Accelerator (MEIA) plays a critical role in advancing new climate technologies. By connecting experts, innovators, and partners, MEIA provides the talent, tools, and resources to take climate tech businesses from vision to venture—fueling economic growth and helping Maryland achieve its ambitious climate goals.

39

Maryland Industrial Partnerships (MIPS)

Ronnie Gist, MIPS Associate Director
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mips.umd.edu
College Park, MD
301.405.3891

MIPS provides grant funding, matched by participating companies, for R&D projects that help companies develop new products. MIPS works with all institutions of the University System of Maryland, plus Morgan State and St. Mary's College. MIPS connects the resources of Maryland public universities to businesses from all parts of Maryland.

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Maryland Small Business Development Center

College Park, Director of Marketing
gcush@umd.edu
www.marylandsbdc.org
 Glenna Cush, MD
 301-403-8300

The Maryland SBDC offers low—and no-cost consulting and training to start-up and established businesses. These services are provided by business advisors with relevant knowledge and experience. They offer expertise and insights essential to managing your business today and securing your vision for tomorrow. industry connections and entrepreneurial programs.

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Maryland Tech Council

Pam Lubel, Vice President, Membership
pam@mdtechcouncil.com
mdtechcouncil.com
 ROCKVILLE, MD
 240-243-4049

The Maryland Tech Council is the state's largest technology and life sciences trade association. We foster a collaborative community, empowering members to connect, share insights, and grow. Through advocacy, networking, and industry support, we help advance innovation and drive the success of Maryland's tech and life sciences sectors.

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Maryland Technology Internship Program (MTIP)

Jen Spencer Heilman, Program Director for MTIP
mtip@umbc.edu
mtip.umbc.edu
 Baltimore, MD

The Maryland Technology Internship Program (MTIP) helps Maryland retain top tech talent by increasing the number of paid technical internships offered in the state. Administered by UMBC and funded by the State of Maryland, the program offers financial assistance to small to mid-size businesses to hire more interns.



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Maryland Women's Business Center

Amanda Bosland, Marketing Director
amanda@rockvilleredi.org
www.marylandwbc.org
 Rockville, MD
 301.355.2213

The Maryland Women's Business Center (MWBC) works with entrepreneurs and small business owners to start, sustain, and grow their businesses through training, counseling, and access to capital. MWBC annually helps more than 1,500 entrepreneurs across Maryland's capital region to gain the skills, connections, and confidence necessary to navigate entrepreneurship.

EXHIBITORS A-Z

49

Mblue Labs

Jasmin El Kordi, CEO Mblue Labs
Jasmin@mbluelabs.com
Bluelene.com
Bethesda, MD
703.628.2956

Mblue Labs, the home of health&beauty brand Bluelene, develops innovative solutions to address the causes of human aging. Bluelene is a premier player in the anti-aging skin and suncare market. The company is now finishing exciting research for hair growth and wound care solutions.

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Meshu®

www.meshu.us



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MARYLAND TECHNOLOGY INTERSHIP PROGRAM



EMPLOYERS APPLY NOW

INTERSHIP FUNDING IS AVAILABLE
TO SMALL TO MIDSIZE BUSINESSES
AND STATE AND LOCAL AGENCIES
OFFERING PAID INTERSHIPS

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WHAT'S YOUR LEADERSHIP STORY?

Behind every great brand
is a strong leader.
Take our two-minute
self-assessment to explore
your leadership archetype.

Visit LMD's booth to discover your unique
leadership skillset and fun giveaways.



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a change agency®



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Mi-Helper, Inc.

Steven Schaefer, CEO & President
sschaefer@cooltechcorp.com
www.mihelper.com
Baltimore, MD
443.845.9780

Mi-Helper, Inc. is developing a novel thermal neuromodulation platform for the treatment of pain and mood disorders including Migraine. Migraine is a highly disabling condition that affects over 1 billion people worldwide. This patented, non-invasive therapy is designed for self-administration at home and uses no drugs or chemicals.

94

MMG Capital Group

Timothy Smoot, Executive Vice President & CFO
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mmgcapitalgroup.com
Baltimore, MD
410-333-4270

Meridian Management Group, Inc. dba MMG Capital Group is a professional asset manager for economic development and private equity funds. MMG manages two funds under the Maryland Department of Commerce, MSBDFA and MCBIF, providing affordable financing to small, minority, women, and veteran-owned business in the state of Maryland.

24

NanoForge Systems

Lee Brindel, CEO
lbrindel@nanoforgesystems.com
www.Nanoforgesystems.com
Potomac, MD
240.750.7036

NanoForge develops advanced nanocomposite materials that power the next generation of environmental monitoring. By combining cutting-edge materials science with practical sensor design, NanoForge delivers highly sensitive, durable, and cost-effective solutions for water quality and ecological assessment, enabling researchers, industries, and communities to better understand and protect natural resources.

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NasaClip

Dr. Elizabeth Clayborne, Founder and CEO
eclayborne@nasaclip.com
www.NasaClip.com
Baltimore, MD
919.672.3730

NasaClip is the first adjustable, hands-free, mess-free, reusable nosebleed rescue device—doctor-designed for comfort and ease. Available in adult and kid sizes for home, school, on the field, or in clinic. Stop nosebleeds fast and get back to life. Now available on Amazon. Nosebleed off, life on!

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EXHIBITORS A-Z

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NEXT powered by Shulman Rogers/ My NEXT Raise

Lisa Friedlander, CRO
info@next.law

www.next.law - www.mynextraise.com

NEXT is an award-winning legal platform for startups and is the easiest and most affordable way to be legally investor ready and successfully raise capital.

Access predictable, fixed fee packages to create a solid legal foundation. Partner with seasoned startup attorneys. Fundraise with a robust set of tools and resources.



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Nextwear Technologies

Kemisola Bolarinwa, Founder/CEO
Kemisolabolarinwa@nextweartech.com.ng

www.nextweartech.net
Catonsville, Baltimore County
410.615.8661

Nextwear Technologies is a medtech company pioneering AI-powered wearable devices for early disease detection. Our flagship Smart Bra Cup Diagnostic Device provides a non-invasive, affordable solution for breast health monitoring, targeting underserved women with limited access to traditional screening, and empowering proactive, accessible healthcare worldwide.

**Award-Winning Legal Platform for Early-Stage Startups:
The Easiest and Most Affordable Way to be Legally Investor
Ready and Successfully Raise Capital**



The Old Way

Cheap and Risky or Expensive
and Unpredictable

- Cheap DIY solutions that are limited, often wrong and offer no legal oversight
- Expensive "Big Law" services with limited access to senior attorneys

The NEXT Way

Affordable, Predictable, Sophisticated Advice with Integrated
Tools to Launch, Grow and Raise Capital

- Access predictable, fixed fee packages to create a solid legal foundation
- Partner with seasoned and senior startup attorneys
- Fundraise with a robust set of tools and resources, connections to a network of investors (online and offline) and a community of like-minded entrepreneurs

Together, NEXT and My NEXT Raise provide the easiest and most affordable way to prepare for and successfully raise capital

Proud Partner of TEDCO

www.next.law

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Nü Momish

Gilly Shaw, Founder
hello@numomish.com
www.numomish.com
Baltimore, MD
443.940.6871

Nü Momish partners with businesses to support working parents through custom benefits packages. Our signature service, Mama Needs a Hand, provides on-demand, in-home assistance because every parent deserves a village on demand. Companies gain higher retention, reduced burnout, and stronger family-friendly cultures.

NXT1

John Sobczak, CEO and Co-Founder
info@nxt1.cloud
www.nxt1.cloud
Bel Air, MD
410-205-1252

NXT1 is a cloud-native software company, based in Bel Air, Maryland, that offers turnkey, secure-by-design SaaS deployment and management solutions. The NXT1 LaunchIT platform empowers software developers and vendors to rapidly build and launch secure SaaS through fully automated cloud infrastructure management – simply code and deploy.

14

OST Global Solutions

Bill Schalik, Chief Operating Officer
bschalik@ostglobalsolutions.com
www.ostglobalsolutions.com
Rockville, MD
301.384.3350

OST Global Solutions helps federal contractors win government contracts and grants through business development, capture, and proposal consulting and training, with over \$26B in client wins. OST has been the instructor for TEDCO's SBIR/STTR Proposal Lab since 2018, contributing to a win rate 2.5 times the national average. Contact us!

**OST GLOBAL SOLUTIONS**

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EXHIBITORS A-Z

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PAGE Capacity Builders

Page Hinerman, Founder
page@pagecapacitybuilders.com
www.pagecapacitybuilders.com
 Severna Park, MD
 443.803.0575

Page Capacity Builders (PCB) equips leaders to navigate change with confidence and clarity. Through executive coaching, leadership development, and change management approaches, PCB helps clients clarify vision, strengthen teams, and drive sustainable growth. Our approach blends equity, authenticity, and strategy to support bold leaders shaping smarter systems and thriving organizations.

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Prince George's County Economic Development Corporation

www.pgcedc.com
 Largo, MD

PGCEDC's mission is to cultivate and promote a strong local economy that supports the growth and prosperity of entrepreneurs and businesses, dedicated to strengthening communities through business development, innovation and job creation.



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PerVista, Inc.

Vennard Wright, Founder & CEO
vwright@pervista.com
www.pervista.ai

PerVista AI is a SaaS platform that leverages computer vision to analyze video streams from internet connected surveillance cameras and drones in real-time to detect firearms and proactively public safety authorities, with the goal of reducing the number of active shooter events in schools, hospitals, and other public places.

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Queen Anne's County Economic & Tourism Development

Heather Tinelli, Director, Economic Development & Tourism
htinelli@qac.org
choosequeenannes.com
 Chester, MD
 410-604-2100

Queen Anne's County is the State of Maryland's Gateway to the Eastern Shore. Its location and offerings make it an ideal destination for new and existing businesses looking for a high quality of life without sacrificing accessibility to major population centers.

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Revelo Software, LLC

Tracye Turner, President & CEO
info@revelosoftware.com
College Park, MD
833-473-8356

Revelo is a unified low-code modular enterprise SaaS platform that rapidly builds software applications in 80% less time. Revelo is ideal for scaling agentic AI with governance (data, security, privacy and accessibility), customizable workflows and automation. Revelo also offers an ecosystem of ready-start products - AcquisitionAI, iAccessible, eReviewer and more.

37

RPM Tech

Cyrus Etemad-Moghadam, President & Founder
cyrus@rpm-tech.com
rpm-tech.com
Forest Hill, MD
410-877-6285

We are a turnkey product development, engineering prototyping company with broad expertise in various fields, all technical expertise in-house. Our team takes concepts to production. We provide our customers a technical data package and verified production sourcing. Our team includes systems, electrical, mechanical and firmware engineers, industrial designers and makers.

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RobotLAB Bethesda

Veerendra Kumar, Branch - President
Bethesda.mgmt@robotlab.com
www.RobotLAB.com
Bethesda, MD
410-299-9976

RobotLAB delivers innovative robotics and AI solutions that transform businesses. From cleaning, delivery to customer service and hospitality, our robots boost efficiency, cut costs, and solve staffing shortages. With expert support and seamless integration, we are trusted partner for innovation. Let robots handle the work—so you can focus on growth.

80

Shayna Hardy Photography, Inc

Shayna Hardy, Owner
Shayna@shaynahardy.com
www.shaynahardy.com
Hunt Valley, MD
443-998-8585

Shayna Hardy Photography helps professionals elevate their image with modern headshots and personal branding photos. Based in Hunt Valley, MD we create photos that capture your confidence, personality, and professionalism so you can stand out online, connect with clients, and show up as the best version of yourself.

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Spacii

info@getspacii.com
[GetSpacii.com](https://getspacii.com)
MD

Spacii is an AI-Powered event venue booking platform that smart matches you with venues based on vibe, event type, capacity, location, and more! No more back-and-forth, use your AI assistant to book your dream space today.

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71

Spark Coworking - Baltimore

Deanna Susser, Community Manager
dsusser@spark-bmore.com
www.spark-bmore.com
Baltimore, MD
410-844.2965

Spark is Baltimore's most collaborative coworking space, featuring private offices and shared workspace for entrepreneurs, creators and innovators, located at Power Plant Live!. Spark is an inspiring work environment, designed specifically with creators in mind and tailored to provide entrepreneurs not just what they want, but what they need.

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St. Mary's County Department of Economic Development

www.yesstmarysmd.com

98

Strategico Consultants

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Washington, DC
202-607-7935

Strategico Consultants is a technology advisory firm that helps organizations align business goals with technology. Our people-process-technology approach drives measurable outcomes, with expertise in Fractional CIO services, data strategy, and digital transformation.

101

Technical.ly

Technical.ly

Technical.ly is a news organization with national reach and a community of 150k+ technologists and entrepreneurs invested in where they live. Join the weekly newsletter to keep up with all things innovation in Maryland and beyond at technical.ly/subscribe.



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TEDCO

Tammi Thomas, Chief Development & Marketing Officer
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www.tedcomd.com
Columbia, MD

TEDCO identifies, invests in, and helps grow technology and life science-based companies in Maryland. Through intentionally created programs, resources, and funding opportunities, we are leading innovation to market by fostering an inclusive entrepreneurial innovation ecosystem, enhancing economic development, and promoting a collaborative community of innovators. Learn more at tedcomd.com.



35

Ministry of Digital Economy and Entrepreneurship of the Hashemite (Kingdom of Jordan)

91

The Butterfly Effect

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tbeffect.co
Baltimore, MD
301-338-8204

The Butterfly Effect (TBE) supports leaders managing multimillion-dollar, complex operations. We specialize in project/program management (budgets up to \$20M), stakeholder engagement, and data analytics. TBE turns c-suite-level TO-DO lists into executed quality results, delivering clarity, capacity, and measurable impact.

6

The George Washington University

Brian Coblitz, Executive Director
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commercialization.gwu.edu
Washington, MD
202-994-0718

GW faculty and students are pioneers in their fields who have innovated everything from new medical devices and computing hardware to satellite propulsion systems. GW's Technology Commercialization Office helps companies and entrepreneurs find and access the GW technologies they need to grow their business and be successful.

4

The Henry M. Jackson Foundation for the Advancement of Military Medicine, Inc.

Katie McGill, Technology Transfer Specialist
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www.hjf.org
Bethesda, MD
301-295-3182

HJF is a 501(c)(3) nonprofit organization dedicated to advancing military medicine by administering, managing and supporting scientific programs benefiting the armed forces and civilians. HJF's award-winning technology transfer team is the trusted partner of choice for commercialization of new innovative medical technologies through licensing or start-ups.

8

University of Baltimore

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Baltimore, MD
410-837-5975

The Center for Entrepreneurship and Innovation serves as the University of Baltimore's hub for entrepreneurship. From initial idea development to later-stage business growth, the Center provides resources, fosters collaboration, and connects entrepreneurs with a supportive community.

58

Tomorrow's Bio LLC

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Princess Anne, MD
443-859-2807

Bio tech company centered around veterinary endoscopy imaging in a safe and minimally invasive manner.

8

Towson University StarTUP

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Startup@towson.edu
www.towson.edu/startup/

The StarTUP Accelerator is an intensive eight-week fellowship that supports early-stage founders from both Towson University and the broader Maryland community. Hosted at the award-winning StarTUP at the Armory, the program provides participants with a \$10,000 equity-free stipend, access to dedicated workspace, and a structured curriculum focused on venture growth and sustainability. Founders engage in mentorship, founder-focused workshops, and sessions with guest speakers and successful entrepreneurs, while also benefiting from the guidance of alumni fellows and a collaborative peer network. The Accelerator equips founders with the tools, resources, and connections needed to refine their business models and position their ventures for long-term success.

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EXHIBITORS A-Z

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University of Maryland, Baltimore

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Baltimore, MD

The University of Maryland, Baltimore (UMB), a top-tier research enterprise with annual awards exceeding \$630 million, fuels the creation of innovative technologies and startups while collaborating with the global life sciences industry. The UM BioPark attracts industry-leading life science firms and entrepreneurs to UMB's campus, supporting Baltimore's growing technology economy.

53

Vascular Rescue Inc.

Rajabrata Sarkar MD PhD, Chief Scientific Officer
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Baltimore, MD
650-307-2601

Vascular Rescue Inc. is a Baltimore-based startup focused on automated vascular access for central venous cannulation and emergency arterial access. It is an MDC Studio startup company that licenses technology from UM Baltimore. We have been awarded grants from TEDCO (Phase I and III) as well as MIPS.

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UsPlasma, Inc.

Dr. Ahmad Soltani & Dr. Hamideh Soltani, Chief Executive Officer & Vice President, Research & Development
Ahmad.soltani@usplasma.com
Hamideh.soltani@usplasma.com
www.usplasma.com
College Park, MD
703-244-4394

USPlasma's reactors, tunable to 8000K, enable advanced manufacturing and material processing. Applications range from producing carbon allotropes and sustainable fuels to entirely new chemical syntheses that were previously difficult to achieve. It can tackle pressing environmental challenges, such as creating sustainable fertilizers directly from air and complete breakdown of PFAS.

96

Vizionary Project Group, LLC

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Vizionary Project Group is a coaching and consulting practice that creates space for meaningful growth. We specialize in bringing organizations, skills, and expertise together to support ambitious visions. Through coaching, connection, and courageous leadership, we help individuals and teams find clarity, navigate change, and take purposeful steps toward lasting impact.

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Volman HR Strategy

Justin Volman, CEO
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www.volmanhrstrategy.com
 Germantown, MD

Volman HR Strategy is your frustration-free solution to attracting, hiring, and retaining talent. Led by Justin Volman, a 3x Award-Winning SHRM-CP certified HR Strategist who has successfully hired over 1,000 individuals across 7 countries in less than 10 years across the startup, corporate, and non-profit sectors.

21

Vortex Space Systems

Dennis Lee, CEO
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www.vortexspacesystems.com
 Gaithersburg, MD
 240-476-9544

Vortex Space Systems (VSS) is advancing propellantless space thrust capability. In 2024, an NSF Phase I successfully demonstrated propellantless thrust for orbit debris removal study. MVP CAM drive design completed in 2025 with engineering undergrads from University of Maryland. VSS continues to inspire the next generation of space systems designers.

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FSC First is Prince George's County's local financing partner. We expand access to capital and guidance so small businesses and innovators can start, grow, and scale—faster.

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- ✓ \$10,000 Grants for tech businesses in Prince George's County
- ✓ Working Capital & Equipment Loans
- ✓ Small Business Technical Assistance

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Washington County Department of Business and Economic Development

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www.washco-md.net
Hagerstown, MD
240-313-2289

The Washington County Department of Business and Economic Development is a county government agency dedicated to assisting new, expanding and relocating businesses across Washington County.

85

Women In Bio Capital Region Chapter

capitalregion@womeninbio.org
womeninbio.org
Dallas, TX

Women In Bio is an organization of professionals committed to promoting careers, leadership, and entrepreneurship of all women in the life sciences. WIB membership and events are inclusive of all who support our mission.

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WearableDose

John B Sanwo, CEO & Founder
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www.wearabledose.com
Bowie, MD
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WearableDose, Inc. develops AI-powered radiation monitoring and optimization solutions for healthcare, defense, and first responders. Our flexible, real-time dosimetry patch ensures precise cancer treatment delivery, protects personnel from harmful exposure, and advances radiation safety worldwide—transforming radiation from a silent risk into actionable intelligence.

99

Wrench & Socket Organizational Strategy and Effectiveness

Tim Lavery, Founder and CEO
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www.wrenchsocketllc.com
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410-458-7658

Wrench & Socket offers strategy and organizational development consulting, workshop design and facilitation, and leadership coaching for executives and emerging talent. We help clients achieve clarity on what's most important to do, establish actionable strategies for doing the right work, and prepare their teams to realize their purpose and full potential.

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Xyngal Morph

Harry Shaw, Co-founder
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www.xyngalmorph.tech
Bel Air, MD
667-336-9546

A new paradigm in analyzing problems in molecular biology and biochemistry. Combining information theory, digital signal processing, molecular biology, biochemistry, AI and Quantum

We use the tools of molecular biology and biochemistry to solve problems in information and network security.

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Z Advanced Computing, Inc. (ZAC)

Bijan Tadayon, CEO
BijanTadayon@ZAdvancedComputing.com
www.ZAdvancedComputing.com
Potomac, MD
301-294-0434

Disruptive AI algorithms for recognizing/ searching images/videos, with:

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