

# ANGEL VENTURE FORUM

## Cyber Security & Healthcare Investment Conference

September 11, 2013 | 7:30 a.m. to 5 p.m.

### Speaker Biographies

#### **A. Craig Asher**

Principal | Vital Venture Capital

Craig Asher has had a successful track record of developing software companies. Over the past ten years he has been a key team member in three successful software startups: Commerce One; Trigo Technologies; and the internal IBM startup for InfoSphere Traceability Server. He has guided major software implementations at over 50 customers in markets including retail, medical products, pharmaceuticals, and general distribution. At Trigo Technologies Craig's position was director of product management. He played a broad role as company strategist for marketing, sales, product development, and professional services, and he also drove implementation of much of the strategy. During Craig's tenure at Trigo, annual revenue grew from under \$1 million to nearly \$40 million and the firm attained profitability. Trigo was successfully sold to IBM for over \$140 million in April, 2004, thereby generating significant profits for venture capital and individual investors.

Following Trigo's sale to IBM, Craig formed a new startup group within IBM to build a new product for information management software for sensor data. Craig's role in the new venture was the product strategist, product manager, and implementation manager. In 2005 the venture signed its first customer, Glaxo Smith Kline, and Craig led the delivery to that customer in 2006. He Co-chaired the international EPCglobal EPCIS standard which was the core for the broad adoption of similar information management software, and attained ratification of the standard in 2007. Craig significantly helped sign and implement 7 additional customers until his departure from IBM to join Vital Venture Capital. In 2008 the IBM product's customer base grew to 15 customers, annual sales were approximately \$9 million and gross margin was approximately \$6 million. Craig has enjoyed co-chairing several working groups in international standards bodies. He has one issued US patent - 7,866,543. He also has extensive experience in marketing strategy, product management, product development, services delivery, business development, and technical sales for growing software companies.

Before moving into software startups, Craig was a consultant with Andersen Consulting (now Accenture) in the supply chain strategy practice, and helped drive the turnaround of a distressed packaging manufacturer. Craig did his undergraduate work at Stanford University, and completed his MBA and Masters in Industrial Engineering at Northwestern University.



#### **R. Christian Bartley**

Managing Director | Faleiro

Christian Bartley's specialty is global strategy and marketing. Through his work at Faleiro, he holds leadership positions within Faleiro's affiliated companies, Varthema, focused on Global Digital Strategy for Fortune 1000 companies; and the World Trade Center (WTC) office in Wisconsin, a business association that is part of the New York-based World Trade Centers Association, with over 300 WTCs in 90+ countries around the globe.

Fluent in English, Spanish, and French, he has traveled the globe from Iceland to Singapore, and has lived in such places as San Juan, Warsaw, Sofia, and Paris. Advanced studies include a Bachelor of Science in Mechanical Engineering and a minor in French from Marquette University; Intensive studies at the University of Paris-Sorbonne; MS in Engineering Management and an MBA, also from Marquette. Bartley's career has been focused on international marketing and strategy, and he has worked with, led projects for, and consulted companies from start-ups to Fortune 500s on multiple continents. He sits on a number of executive and advisory boards for both private companies and economic development organizations. His experience at building boards ranges from small advisory groups to a board consisting of senior executives from global corporations representing over US\$375 Billion in annual revenue.

As a result of his work in the international arena, Bartley received a Royal Appointment to be an Adviser for Foreign Trade to the Kingdom of Belgium. Other honors include being a judge in Ernst & Young's Entrepreneur of the Year Award program, Hong Kong's International Institute for Business Development (IIBD) New Business Venture Competition, and MIT's Global Challenge / IDEAS Competition.

Outside of work, Christian has a passion for education and has guest lectured in the graduate programs at the European University College Brussels, the Washington, DC based Les Aspin Center for Government, Thunderbird School for Global Management, and Marquette University Law School and College of Business.



**Alex Castelli, CPA**

Partner and National Technology & Life Sciences  
Industry Practice Leader | CohnReznick LLP

Alex Castelli is an Audit Partner and the Tysons Corner Office Managing Partner. With more than 23 years of experience managing audit, accounting, and reporting issues of both public and development stage entities, he is actively involved in providing audit, accounting, and advisory services to his entrepreneurial client base. Alex also serves as the CohnReznick national practice leader for Technology and Life Sciences, which include middle market clients ranging from early stage, emerging growth to venture and private equity backed to later stage public and private companies. Alex helps clients form accounting policies and procedures, identify and resolve technical accounting and financial reporting issues, and assists in the coordination of financing and capital infusion transactions. He has experience providing services to SEC clients including guidance on reporting and filing requirements, as well as, Sarbanes-Oxley compliance efforts. Alex began his career in public accounting with the Big Four and also served as a controller for a national retail clothing chain, which provided him with a pragmatic perspective to better understand and advise his clients. He holds a bachelor of science degree in accounting from Washington and Lee University and holds professional affiliations with the American Institute of Certified Public Accountants; the Maryland Association of Certified Public Accountants; and the Virginia Society of Certified Public Accountants.



**Giovanna M. Cinelli**

Partner | Jones Day

Giovanna M. Cinelli is a partner at Jones Day in their Washington, DC office and a member of the Firm's Government Regulations practice group. With over 25 years of experience in the export and national security arena, Ms. Cinelli has advised defense and high technology companies on export and government regulatory issues affecting the satellite, space, missile, computer, submarine, and defense services industries. She conducts export transactional due diligence, handles civil and criminal export investigations, negotiates and settles disclosures involving violations of US export laws and analyzes national and economic security issues under a variety of statutes, related to CFIUS and the Defense Production Act. Ms. Cinelli serves as an expert witness on export issues affecting litigations and arbitrations involving controlled goods, technologies, data and services. She also advises clients and tribunals overseeing or adjudicating cases on

compliance, licensing, and constitutional issues relevant to US export laws and regulations. Ms. Cinelli was listed in Chambers Lawyers Research as a specialist in export compliance as well as a 2012 Washington, DC “Super Lawyer.”

She has worked extensively with the Departments of State, Commerce, Defense, and Treasury, as well as Energy and the military services. She was a member of the Defense Trade Advisory Group (DTAG) from 1992 through 2008 and advised the Department of State on matters associated with defense trade. She held the position of Vice Chair from 2006 through 2008. In addition, she served on the Regulations and Procedures Technical Advisory Committee (RPTAC) at the Department of Commerce for 8 years, ending her tenure as Vice Chair. She advised the Department of Commerce on issues related to the export of dual-use commodities, data and technology.

Ms. Cinelli has lectured and written extensively on international arms, technology transfer and export issues and has appeared on CNN’s Burden of Proof and MSNBC’s Hardball with Chris Matthews as an expert in international technology transfer, arms exports, and related issues. She currently serves on the National District Export Council’s Export Modernization Subcommittee and is a member of the Virginia/DC District Export Council. As a Naval Reserve Intelligence Officer, Ms. Cinelli specialized in former-Soviet submarine platforms and national security and intelligence issues. She is fluent in French and Italian and lives with her family in Virginia.

### **Doug Doan**

Angel Investor

Doug is an active Angel Investor and helps entrepreneurs start and run successful businesses. Two of the companies launched over the past four years are now growing rapidly and have achieved revenues in excess of \$100 million. Doug’s primary focus is to help graduates of the U.S. Military Academies (West Point, Annapolis, Coast Guard and Air Force) by providing the seed and early stage, start-up capital to launch their own businesses.

Doug has worked at all levels of the federal government, to include service at the White House on the National Security Council Staff during the Reagan Administration. As a Presidential Appointee, Doug joined the newly-created Department of Homeland Security (DHS) and provided America’s private sector with a direct line of communication to the Department. Doug worked directly with individual business, trade associations and other non-governmental organizations to improve security, while promoting cross-border trade and travel.

Doug has also designed and implemented complex technology and business process solutions. He also gained experience in how to manage change in large organizations while serving in one of the leading manufacturing mergers and acquisitions (M&A) firms in the U.S.

He received his bachelor of science degree from the United States Military Academy, West Point; a masters of science degree from the Defense Intelligence College in Washington, D.C. and a subsequent masters degree in public administration from the John F. Kennedy School of Government at Harvard University in Cambridge, MA. In addition, he has been published in Cigar Aficionado magazine and The Washington Post.



### **James Edwards**

CEO | ELITE Strategic Services

James Edwards, Ph.D., is founder and CEO of ELITE Strategic Services. He is also Senior Advisor with Sovereign Global Solutions. Edwards has consulted for over a decade to corporate, association, and nonprofit clients, with emphasis in health care. Edwards has established a reputation for long-term client relationships, superior customer service, and strategic insight. His counsel has brought clients new business alliances, new market opportunities, and key advancements. His background in business and politics has

made Dr. Edwards a thought leader and trusted advisor, interpreting how government and political actions will affect the economic and social environment in which businesses operate. His analysis of policy trends has provided Fortune 500, small, and midsized companies, as well as Wall Street analysts, reliable outlooks on policy directions and the implications for their business or investment strategies. He has contributed to several books, testified before Congress as an expert witness, and addressed audiences across the country. Edwards's talents include entrepreneur and communicator. He co-founded a start-up public affairs firm, a health care organization, and ELITE Strategic Services. He has appeared on CNN, CBS News, Fox News Channel, National Public Radio, and other media. He is Contributing Editor to ALineofSight.com. Dr. Edwards has served as an Officer or a Director of more than 10 corporations and nonprofits. He has handled strategic planning, resolving sensitive personnel matters, budgeting and financial management, due diligence, marketing, property searches, and dispute resolution, as well as fundraising and negotiation. Edwards holds a doctorate in communications from the University of Tennessee. His bachelor's and master's degrees were earned at the University of Georgia.



**Christopher J. Ferlow**  
Chief Operating Officer | Ridge Global

Chris Furlow is Chief Operating Officer at Ridge Global, the international security and risk management consulting firm founded by Tom Ridge, the first U.S. Secretary of Homeland Security and 43rd Governor of Pennsylvania. Mr. Furlow manages Ridge Global's business operations and leads the company's strategic consulting practice, helping clients strengthen business-to-government and business-to-business relationships, with a particular emphasis on emergency preparedness, response and public-private partnerships. He also manages operations of Ridge-Schmidt Cyber, the cyber security firm founded by Gov. Ridge and former White House Cyber Security Coordinator Howard Schmidt.

Immediately following the 9/11 attacks, Mr. Furlow was named Director for State Affairs in the White House Office of Homeland Security where he led development of the network of state homeland security advisors, supported new threat/warning protocols, and served as homeland security liaison to U.S. governors and state officials. In this role, he was part of the Incident Support Group (ISG) providing coordination on "incidents of national significance."

During the historic stand-up of the Department of Homeland Security, he was appointed Executive Director of the Homeland Security Advisory Council (HSAC), the department's principal advisory board composed of committees for state & local government officials, first responders, the private sector and academia. While leading HSAC operations, the group addressed issues from operational information sharing, lexicon and training gaps to grant funding challenges. Mr. Furlow is a former Deputy Assistant Secretary at the U.S. Department of Commerce, where he worked with states on issues surrounding international trade. In the 1990's he was a member of the senior staff of U.S. Rep. Jim McCrery (R-La.), a member of the House Ways & Means Committee. He holds a B.A. from Louisiana State University and is a former Senior Fellow of the Homeland Security Policy Institute of The George Washington University.

Mr. Furlow is currently a member of the U.S. Chamber of Commerce National Security Task Force and its Cyber Security Working Group, promoting policies to support more robust public- private collaboration on cyber security. He serves as Vice Chair of the Private Sector Committee of the National Emergency Management Association (NEMA) and is a member of the Royal Institute of International Affairs (Chatham House, London).



**Valerie Gaydos**

Founder | Angel Venture Forum  
President and CEO | Capital Growth, Inc.

Valerie Gaydos is an angel investor and business development expert and is Managing Partner of Healthcare Innovators Fund, a \$20M venture fund in Columbia, MD. She has been involved with many start-up companies as a founder, investor, and advisor particularly in the areas of operational development, strategic planning and governance for more than 20 years. She is the founder and president of Capital Growth, Inc. (CGI) which was founded in 1994 as a venture capital data and information publishing company and was the first entrepreneur affordable searchable online database of venture news and information. CGI continued to acquire, build then sell several small business and publishing entities over the years. CGI currently specializes in angel investing and business building and actively invests in early stage companies in various industries and various stages of development.

She is the Founder of the Angel Venture Forum which is an ad hoc group of active angel investors in the Mid-Atlantic region, is a member of the Lancaster Angel Network, serves on the Policy Committee of the Angel Capital Association (ACA), is a board member of the Pennsylvania Business Council Political Action Committee (PEGPAC), and is president and owner of Fifty-First Associates, LLC, an association management and government relations firm in Pennsylvania. From 2004-2007 Valerie served as President of the Pennsylvania Angel Network. From 2004-2010 she was director of the Private Investors Forum (Philadelphia). Valerie earned a BA in Russian Language and Economics from Dickinson College in Carlisle, Pennsylvania. In her spare time she races sailboats on the Chesapeake Bay (and wherever else the opportunity presents itself).



**Alexis Gilroy**

Partner | Jones Day

Alexis Gilroy advises health care and technology companies on health care and corporate matters with an emphasis on e-health topics (telemedicine, telehealth, and mobile health). She counsels and directs transactions involving venture capital, private equity, debt financing, joint ventures, mergers, acquisitions, management arrangements, physician engagement, hospital affiliation, and other general and complex contractual needs. Alexis has broad experience with the practical and legal needs of health care companies, especially the unique legal issues faced by e-health companies. Prior to joining Jones Day, she managed more than 20 strategic M&A transactions for a publicly traded health care company that involved cyberknife, imaging centers, teleradiology companies, and radiation oncology centers. In addition, she advised on business strategy and implementation matters specific to e-health programs, business models, devices, and products; counseled on regulations regarding e-consults, online prescribing, patient consents, credentialing by proxy, corporate practice of medicine, physician supervision, reimbursement, anti-kickback, and licensure matters specific to e-health providers and businesses; developed and negotiated e-health specific customer, vendor, and affiliation contracts and documentation; structured research arrangements involving HIT (health information technology); and led strategy and communications with medical boards and other regulators and policy makers on e-health matters.

Alexis has spoken extensively on matters involving e-health, including testimony before legislative and regulatory bodies. She serves as chair of the Business & Finance Group of the American Telemedicine Association, appointee to the Maryland Governor's Telemedicine Taskforce, member of the Federation of State Medical Boards' workgroup on telehealth, board member of the Maryland Tech Council Foundation, and leader of the American Health Lawyer Association's E- Health and Telemedicine Affinity Group.



**Thomas R. Goldberg**

Co-Founder | Lineage Technologies, LLC.

Mr. Goldberg is the co-founder of Lineage Technologies, LLC, a secure IT hardware manufacturing enterprise. Prior to founding Lineage Technologies, Mr. Goldberg served as an advisor to the Co-Chair of House Committee on Armed Services (Rep. Bartlett, R-MD) on matters concerning cyber security. While in that capacity he helped to draft sections 806, 808 and 818 of the 2012 National Defense Authorization Act, and section 933 of the 2013 National Defense Authorization Act that govern DOD acquisition policy regarding secure IT products.

In 2007 he founded ATS, LLC, a government-marketing firm. ATS, LLC is the successor to GHIL Incorporated a government relations and marketing firm he sold to Fabiani and Company in 2005. In 1996 he co-founded Perrault Structural Products, Inc. a government contracting enterprise focused on blast and ballistics engineering. There he developed and produced the Blast Information System (BLIS) that is still used today by The Department of Defense, the Department of State and other federal departments and agencies as the definitive resource for secure facility design and construction. From 1987-1989 Mr. Goldberg served in the Reagan and the first Bush Administrations as an adjunct staffer to the Office of the National Security Advisor. There he provided analyses on certain advanced materials technologies that were under consideration for transfer to Japan under a Memorandum of Understanding concerning the Fighter Support Experimental Program (F-2). Prior to his work there, he ran a private consultancy focused on materials science and engineering, and ran several trade associations, including the Aspirin Foundation of America, Inc., the Coalition for Responsible Waste Incineration, Inc., and served on the staff of others, including the National Association of Manufacturers, Society for the Plastics Industry, Inc., Synthetic Organic Chemical Manufacturers Association, and the National Solid Waste Management Association. Mr. Goldberg also served as the Washington Liaison Officer for the Radian Corporation of Austin, Texas, and as a Principal with Technology Management Services, Inc. of Gaithersburg, Maryland.

**Karen Griffith Gryga**

Managing Partner | DreamIt Ventures

Karen Griffith Gryga is an experienced venture capitalist, investor and entrepreneur with close to 20 years of startup and emerging growth company experience. Karen is a Managing Partner for DreamIt Ventures. DreamIt is a leading technology accelerator for entrepreneurs which has worked with and launched 127 companies since 2008 including SCVNGR (Level Up), SeatGeek, Notehall (acquired by Chegg), Adaptly, Yevvo, SnipSnap, Parsely, Trendkite, Betterific, ShowMe, Take the Interview, Winston, CloudMine, and MindSnacks.. DreamIt runs accelerators in Philadelphia, New York City, Austin and Israel and attracts entrepreneurs from all over the world in to those programs. DreamIt has also launched specific initiatives in educational technology (with Startl), healthcare IT (with Penn Medicine and IBC) and minority entrepreneur access (with Comcast). Karen is a lead for the Philadelphia based accelerators and is also the lead on raising a \$30 million fund for DreamIt.

Karen is also Co-Founder and Chairman of FashInvest, an initiative focused on emerging growth entrepreneurs within Branded Goods, Fashion, Fashion Tech and Retail. The goal of FashInvest is to create a business platform focused on bringing together entrepreneurs, investors and industry executives to foster the growth and development of emerging growth enterprises within Branded Goods, Fashion and Retail. FashInvest is a media, events and advisory entity. Karen was previously Executive Director of MAG, The Mid-Atlantic Angel Group, which has two angel funds under management. The Mid-Atlantic Angel Group Funds I & II, LP (MAG I & II) were created to bridge the gap between angel funding and institutional venture capital funding serving the Greater Philadelphia Region.

Previously, Karen was a Founder and Partner of Liberty Venture Partners, a Philadelphia based venture fund established in 1997 with \$150 million under management. Previous to Liberty Venture Partners, Karen was a Managing Director of Philadelphia Ventures Inc., a privately held venture capital management firm with a family of corporate and institutional limited partnerships exceeding \$100 million of committed capital. Notable transactions included Synchronoss (Nasdaq: SNCR), InSoft, (acquired by ape),

Liveprint.com (acquired by Kinkos), Cadis (acquired by Aspect Development) and WiseBear (acquired by Michael Milken). Subsequent to Liberty Venture Partners, Karen was brought into Context Capital Partners to help with the development of next generation private equity funds. During that time she was in charge of Context's intellectual property and licensing businesses and was instrumental in the formation of several funds. In addition, Karen worked on an initiative called Lipstick Wisdom whose focus was on practical, actionable video-based day-to-day advice for moms with children with neurological challenges. Ms. Gryga is well known throughout the entrepreneurial community and was previously on the board of the Greater Philadelphia Venture Group for seven years and was Chairman of the group for the 1999-2000 term. Ms. Gryga also serves on the board of the Ben Franklin Technology Partners of Southeastern Pennsylvania.

Ms. Gryga began her career at TRW Inc., a multi-billion dollar conglomerate, in their Federal Systems Division as a software developer. Ms. Gryga is a frequent speaker on the subject of venture capital and entrepreneurialism in both professional and academic communities. Karen holds a MBA in decision analysis from the Wharton School of Business at the University of Pennsylvania (with Distinction). At the same time as Wharton, Karen obtained a Masters in Computer Science from the Moore School of Engineering at the University of Pennsylvania. Karen earned her Bachelor of Science degree in computer science (Phi Beta Kappa) from the College of William and Mary in Williamsburg, Virginia.



**Jeffrey N. Hausfeld M.D., M.B.A., F.A.C.S.**

Chairman of the Board and Founder - Society of Physician Entrepreneurs (SoPE)

Jeffrey N. Hausfeld M.D., M.B.A., F.A.C.S., led the field in otolaryngology/facial plastic surgery for many years and is now a business operator and entrepreneur. He invests, manages and consults to a variety of healthcare businesses, including assisted living facilities for Alzheimer's and dementia patients, medical device companies, healthcare information technology firms, and debt collection services for physicians. He is an Advisor to Nex Gen Medical Systems, a medical device company with products for endovascular thrombectomy as well as a neurosurgical device platform for multiple neurologic disorders, including the visualization of implanted stem cells. He is the Chairman and Founder of the Society of Physician Entrepreneurs ([www.sopenet.org](http://www.sopenet.org)), a global network focused on educating healthcare and life science professionals in Bioentrepreneurship and Innovation.

Dr. Hausfeld invites healthcare professionals to use financial information and the "science of business" as valuable tools to nurture medical innovation at their institutions and private practice, as well as to enhance the ability to promote quality patient care and improve decision-making. Dr. Hausfeld will demonstrate that power, pleasure and improved performance can result from the ability to mesh the cultures of medicine and business in a comprehensive and strategic manner. "The exciting thing about life after the practice of medicine is that now I am able to draw upon the diversified fields of medicine, business, and organizational psychology, and implement novel solutions that have an immediate impact on the client's bottom line."



**Jim Hawkins, MBA, Ph.D.**

Managing Director | Focus Bankers

James (Jim) W. Hawkins, MBA, PhD, a FOCUS Managing Director, has been President and CEO of five early stage biotechnology companies. Dr. Hawkins has experience in all major areas of the biopharmaceutical industry including: drug discovery, diagnostics, analytical instrumentation, and specialty reagents and chemicals. Through the process of building early stage companies, Dr. Hawkins has been involved in the strategic and operational aspects of founding, growing, and exiting emerging businesses. In this regard, he has been involved in a variety of business development and financial transactions including the acquisition and sale of companies and the solicitation of equity and debt financing. Formerly, Dr. Hawkins was the President and CEO of Synthecell Corporation, a company providing the specialty design and manufacture of nucleic acids and peptides to major international research institutions and pharmaceutical houses for research and

clinical diagnostics applications. In conjunction with this company, Dr. Hawkins served as President and CEO of Genetic MediSyn Corporation, a biotechnology company specializing in the discovery of genetically targeted therapeutics based on antisense technology.

Over the past fifteen years, Dr. Hawkins has also served as CEO of three additional companies: Bio-Tech Imaging, Inc., a company focused on cell-based diagnostics and the treatment of HIV infection; Dynamic Biosciences Corp., a scientific instrument company developing a platform technology for the characterization of intermolecular interactions; and Neurotrophic Bioscience, Inc., a drug discovery company involved in the advancement of therapies for neurodegenerative disorders including Parkinson's disease. Over the past 15 years Dr. Hawkins has also co-founded and served as the Editor-in-Chief of the peer-reviewed scientific journal Antisense Research and Development. He has organized numerous scientific and business conferences and has authored several major industry reports on gene therapy and genomics as well as numerous scientific and industry articles on a variety of life science subjects. Dr. Hawkins has also consulted for companies ranging in size from startup to Fortune 500 and on projects involving business development, technical analysis, and due diligence.

Dr. Hawkins received his baccalaureate degree in biology from the University of Western Ontario, London, Ontario, Canada, his MBA degree from George Mason University, Fairfax, Virginia, and his doctorate in molecular biology from Baylor College of Medicine in Houston, Texas. He conducted post-doctoral studies at the National Institutes of Health in Bethesda, Maryland, and subsequently served as an Assistant Professor at the Hébert School of Medicine, Uniformed Services University of the Health Sciences, also in Bethesda, Maryland. Dr. Hawkins currently serves as an Adjunct Professor at Georgetown University in the Department of Biochemistry and Molecular & Cellular Biology.



**Colleen M. Heisey**  
Partner | Jones Day

Colleen Heisey's practice focuses on food and drug law with a particular emphasis on product promotion and advertising, compliance counseling, good manufacturing practice requirements, product recalls, FDA inspection, competitor issues, and enforcement actions. She has advised on issues surrounding the regulation of drug, biological, food, dietary supplement, medical device, and cosmetic products by the FDA, USDA, and other federal and state agencies. Colleen has substantial experience with regulatory oversight and compliance assessment for due diligence audits of drug, medical device, and food companies, including those related to product safety, product labeling, product marketing and advertising, and consumer complaints. She regularly provides legal support for pharmaceutical and device advertising and promotional activities, sales and marketing, and development of practitioner-oriented and direct-to-consumer print and broadcast advertising.

Colleen has conducted audits and inspections of pharmaceutical and medical device company policies, procedures, and programs, including drug sampling, adverse event reporting, medical information management, and unsolicited requests. She has advised clients regarding matters related to the False Claims Act and Anti-Kickback Statute, reviewed and commented on strength of clinical trial designs in drug and device development and as potential support of product marketing, and has assessed proposed brand names for drug products in development for potential claims and product confusion, including appraisal of drug name similarity reports by third-party vendors. She has worked with regulated industry to develop and implement comprehensive regulatory compliance programs. Colleen has written extensively on the food and drug industry.



**James Hunt**

Adjunct Professor | Georgetown University McDonough School of Business  
Investor | J. Hunt Holdings

James (Jim) Hunt is a seasoned technology and investment professional with a principle focus on companies with technologies that can have a positive impact on the public sector markets. Hunt began his career in Washington in the mid 70's as a U.S. Government scientist. After eight years with the government, Hunt founded "BDS, Incorporated" where he served as CEO for ten years and was subsequently taken public in a successful offering. Hunt co-founded "Ernst & Young Technologies" (EYT), where he was CEO for eight years. EYT was subsequently sold to Cap Gemini and Hunt served as President of Cap Gemini Technologies for two years. Next, Hunt founded "The MITA Group" a Washington-based consultancy focused on public affairs and business strategy. Mr. Hunt began his angel investing activities in the mid 1990's with five investments in area companies. After several successful exits, Hunt expanded his portfolio in early 2000's to include roughly twenty five companies. Hunt sits on five corporate boards.

**Anand K. Iyer, Ph.D.**

President and Chief Operating Officer | WellDoc, Inc.

Anand K. Iyer, Ph.D., serves as president and chief operating officer of WellDoc, Inc., where he oversees the deployment of the company's cell phone- and web- based diabetes management platform, and leads efforts to integrate WellDoc's solution internationally into mainstream chronic disease management programs. Iyer has more than 20 years of consulting experience. Previously, he served as a director (partner) at PRTM Management Consultants in the firm's communications industry group and led its wireless solutions practice. During his 14-year tenure with PRTM, Iyer helped companies in commercial and government sectors capitalize on the convergence of three trends – internet ubiquity, emerging wireless technologies and innovation business models – to unlock new business and customer value. Iyer is also the founder and president of the In-Building Wireless Alliance, a global, cross-industry, not-for-profit focused on accelerating the adoption of in-building wireless technologies to improve public safety response, energy consumption and real estate value for buildings. Prior to PRTM, Iyer was a member of the scientific staff at Bell Northern Research, which is now part of Nortel Networks, based in Ottawa.

Iyer received a bachelor's degree in electrical and computer engineering from Carleton University in Ottawa. He earned a master's and doctorate degrees in electrical and computer engineering, as well as a master of business administration degree from Carnegie Mellon University in Pittsburgh. Iyer is a frequent speaker on wireless technology and its ongoing integration into the healthcare industry. Most recently, he was a keynote speaker at the Fifth Annual Healthcare Unbound Conference 2008 discussing "Leveraging Emerging Wireless Technologies in Healthcare". In addition, he will be a keynote speaker at the 2008 Institute for Defense and Business on the topic, "Wireless Disruptions in the Military Health Care Supply Chain." Iyer is a member of IEEE, Society for Photo-Optic Instrumentation Engineers (SPIE) and Sigma Xi. In 2007, he was voted by Jim Young, CEO of Realcomm, as one of the "Top 35" to watch in the realm of wireless technology.

**Robert Jarrin**

Sr. Director, Government Affairs | Qualcomm

Robert Jarrin is a Senior Director of Government Affairs for Qualcomm Incorporated. He is based in Washington, D.C., and represents Qualcomm on U.S. regulatory matters relating to wireless health and life sciences. Jarrin's areas of responsibility include federal wireless health policy, healthcare legislative affairs, Food and Drug Administration (FDA) regulation of converged medical devices, Federal Communications Commission (FCC) healthcare efforts, Centers for Medicare and Medicaid Services (CMS) telehealth reimbursement, and Office of the National Coordinator (ONC) regulation of health information technology.

Externally, Jarrin Chairs the Advisory Council to the Healthcare Information and Management Systems Society Mobile Initiative (mHIMSS), leads the American Telemedicine Association (ATA) Policy A-Team on Telehealth and Meaningful Use, is the U.S. Chair for the Trans-Atlantic Business Council (TBC) eHealth Policy Sub-Working Group, Co-Chairs the Telecommunications Industry Association (TIA) Health IT Working Group, co-leads the FCC mHealth Task Force (MTF) and serves on the Scientific Advisory Board of Medical Automation. He also served for three years as Co-Chair of the U.S. Policy Working Group for the Continua Health Alliance, and is on the Board of Directors for Vida Senior Centers, the oldest Latino non-profit organization in the District of Columbia.

Recently, Jarrin testified before the U.S. House of Representatives Committee on Energy and Commerce, Subcommittee on Communications and Technology. The hearing titled, “Health Information Technologies: Harnessing Wireless Innovation” focused on the implementation of the Health Information Technology for Economic and Clinical Health Act (HITECH), the Affordable Care Act (ACA), and FDA draft guidance of mobile medical applications.

In March 2013, FCC Chairman Julius Genachowski formally invited Jarrin to join the FCC’s Consumer Advisory Committee (CAC). The CAC has since created a Healthcare Working Group to gather information on consumer and patient issues related to the proliferation of mHealth technologies. In April 2013, Jarrin was invited by the ONC to serve on the Food and Drug Administration Safety Innovation Act (FDASIA) Section 618 Workgroup of the ONC Health IT Policy Committee (HITPC). The FDASIA Workgroup is charged with providing expert input on issues and concepts identified by the FDA, ONC, and the FCC, to inform the development of a report on an appropriate, risk-based regulatory framework pertaining to health IT including mobile medical applications.

Prior to joining Qualcomm, Jarrin worked as a Manager of Strategic Partnerships for Ericsson Wireless Communications, served as a Law Clerk in the White House Office of Counsel to President Clinton and also served as a Law Clerk and subsequent Consultant in the U.S. Department of Justice to Attorney General Janet Reno.

Jarrin frequently speaks at public conferences, federal workshops and hearings. He is on the faculty of the George Washington University School of Medicine and Health Sciences as an Adjunct Assistant Professor of Emergency Medicine, and provides lectures on mHealth and medical device regulations for Case Western Reserve University, Case School of Engineering. Jarrin holds a Bachelor of Arts degree in Government and Politics from the University of Maryland at College Park and a Juris Doctor degree from Northeastern University School of Law.



**P. Tyson Kamikawa**

Director of IT Effectiveness and Shared Platforms | Harvard Medical School

P. Tyson Kamikawa is the current Director of IT Effectiveness and Shared Platforms at Harvard Medical School responsible for the integrity, performance and reliability of central technology functions for HMS. He brings with him deep experience in bringing to bear technology solutions supporting pharmaceuticals and was the enterprise architect responsible for the IT capabilities supporting the commercial launch of the drug Linzess, which has market potential upwards of \$6billion. Prior to pharma, he was Deputy CIO at MIT’s Lincoln Laboratory where he supported Dept of Defense research efforts and gained front line experience in cyber security and defense. He also spent ten years as a Disaster Recovery consultant for IBM specializing in rapid recovery efforts for corporations as well as spending time as the Emergency Response lead for IBM’s relationship with the City of New York’s Office of Emergency Management.



**Mark Leahey**

President and CEO | Medical Device Manufacturers Association (MDMA)

Mark Leahey is the President & CEO for the Medical Device Manufacturers Association (MDMA), a national trade association in Washington, DC that represents hundreds of research-driven medical technology companies. His responsibilities include advocating on behalf of the entrepreneurial sector of the medical device industry to Congress, the Food and Drug Administration (FDA), the Centers for Medicare and Medicaid Services (CMS), and other federal and state agencies. He has lobbied for a more reasonable user fee for smaller companies, worked to open access to the hospital marketplace by challenging the exclusionary and anti-competitive nature of certain large group purchasing organizations (GPOs), as well as ensure that medical device technologies are reimbursed adequately. Mr. Leahey was named one of the medical device industry's top lobbyists. He is a member of the Massachusetts Bar and a graduate of Georgetown University, the Georgetown Law Center and Georgetown's McDonough School of Business.



**Catherine E. Livingston**

Partner | Jones Day

Cathy Livingston is a leading authority on the Affordable Care Act. She has in-depth knowledge of the multitude of tax provisions contained in the act, including the employer coverage requirement, the individual coverage requirement, the premium tax credit, insurance reforms, insurer fees, the medical device excise tax, and new requirements for tax-exempt hospitals.

Prior to joining Jones Day in 2013, Cathy was Health Care Counsel in the IRS Office of Chief Counsel where she served as principal legal advisor to IRS senior leadership on all aspects of the Affordable Care Act and its implementation. She was instrumental in advising the IRS team building the systems and operational protocols needed to integrate tax subsidies and tax information with the new system of health insurance exchanges and to incorporate the individual coverage requirement in the tax filing system. She worked closely with the White House and the Department of Health and Human Services in all aspects of Affordable Care Act implementation. She also worked closely with the Department of Justice on the cases challenging the constitutionality of the Affordable Care Act from the district courts through the Supreme Court. Prior to working on the Affordable Care Act, Cathy supervised all IRS legal work with respect to tax-exempt organizations, employment taxes, and government entities. Cathy also served at the Office of Tax Policy at the Treasury Department where she handled matters affecting tax-exempt organizations and charitable giving. Cathy is a Fellow of the American College of Tax Counsel.

**Bruce Mayhew**

Director | Security R&D, Sonatype

Bruce Mayhew is the Director of Security Research and Development at Sonatype with over 20 years of software development experience, 13 years of which have been focused on application security. He has performed code-level security assessments for hundreds of applications, created application security programs and training curriculums for large institutions, and has been a Web Application Security Course instructor for the SANS Institute. Bruce is the primary author and project lead of OWASP WebGoat, a deliberately insecure JavaEE educational application. He is an author of the SANS GSSP Secure Programming Assessment and a frequent speaker on application security topics.



**Elliot Menschik, M.D. Ph.D.**  
Managing Partner | DreamIt Health – Philadelphia

Elliot is a physician/engineer/hacker turned serial entrepreneur and investor. He is a managing director of DreamIt Health, a program that invests in and accelerates the development of pre-seed healthtech ideas/teams/companies. He is co-founder of Venturef0rth, a campus in Philadelphia for tech startups and an entity dedicated to doing whatever it takes to make it easier for early-stage companies to succeed. He also serves on the Penn faculty where he teaches a crash course in entrepreneurship for engineers and scientists aspiring to create companies that take their tech to market.

Elliot was previously the founder and CEO of HxTechnologies, a pioneer in health information exchange which he sold to MEDecision in May 2009. Following the acquisition, he served as General Manager at MEDecision with responsibility for building new lines of business around health information exchange (HIE), electronic health record (EHR), personal health record (PHR) and telehealth products and services. On the academic side, Elliot is the author and inventor of multiple patents and patents pending. He's been an oft-invited speaker on the subject of imaging and health information exchange and is the author of numerous peer-reviewed papers ranging from medical informatics to computational neuroscience. He's been the principal investigator for a number of grants from the National Institutes of Health that funded HxTechnologies in its earliest days and has also led research on the economics of fragmented healthcare delivery nationwide.

An NIH Fellow in the Medical Scientist Training Program, Elliot received an MD and PhD in Neuroscience from the University of Pennsylvania School of Medicine following his work on memory function and Alzheimer's disease developing and exploring massively-parallel computer models of the brain. He holds MSE and BSEE degrees in Electrical and Computer Engineering from the Johns Hopkins University following work on microchip design.



**John Reppas, M.D. Ph.D.**  
Director of Public Policy | Neurotechnology Industry Organization (NIO)

John Reppas MD-PhD is a technology expert who operates at the intersection of academic, government, and private-sector innovation. Currently he is the Washington DC based Director of Public Policy for the Neurotechnology Industry Organization (NIO), where he is responsible for government engagement, advocacy, international initiatives, and public-private collaboration to advance commercial neuroscience.

He spent fifteen years in academic medicine, at Harvard Medical School and the Stanford University School of Medicine, focused on translational neuroscience. He is an expert in brain-machine interfaces, therapeutic neuromodulation, the biological basis of choice behavior, and brain imaging. His current entrepreneurial focus is on using mobile devices and cloud-based analytics to predict real-world behaviors in the consumer, healthcare, and national-security setting.

Dr. Reppas is an angel investor in early-stage life science, gaming, and healthcare information-technology companies. He collaborates with emerging companies on developing and commercializing new therapeutics, medical devices, and diagnostics to best address unmet medical need. John also advises private-equity and public-market investors, as well as family offices, on healthcare investment strategy.

John graduated from Oxford University with a Bachelors of Medicine, received his MD from the Harvard-MIT Division of Health Sciences and Technology, and a PhD from the Department of Neurobiology at Harvard Medical School. He received further fellowship and postgraduate training at the Howard Hughes Medical Institute, Stanford University School of Medicine and at the Wharton School.



**Leigh Ann Ruggles**  
Strategy & Development | Verizon Mobile Health Solutions

Leigh Ann leads the Go-to-Market Strategy for Verizon Mobile Health Solutions Product Team. Verizon Mobile Health Solutions leverages Verizon's expertise in mobility, data security, scalability and consumer engagement to connect patients, providers and payers in innovative ways with the mission to transform how these stakeholders engage to help solve some of healthcare's biggest challenges. In her role, Leigh Ann is responsible for new business development, driving new mobile health products into the market via both direct and channel sales. Her responsibilities include marketing, business development, strategy and salesforce mobilization.

Leigh Ann joined Verizon from Healthways (Nasdaq: HWAY), a wellness and disease management company, where she served as Director of Business Development. During her tenure at Healthways, she held strategic business development roles across multiple distribution channels, including health plans, large self-insured employers, and health system clients. Across all channels, Leigh Ann developed and executed on strategy to drive revenue directly and through distribution channels via clients such as: Cigna, CareFirst and WellMark.

Prior to joining Healthways, Leigh Ann served as Senior Director of Business Development for the Economic Alliance of Greater Baltimore, working with business, government and university leaders to promote business and economic development in the Greater Baltimore region. Her responsibilities included strategic business development in the health care industry, with a focus on companies supporting the Centers for Medicare and Medicaid Services (CMS) Chronic Care Improvement Program.

Leigh Ann also served as Director of Marketing for the first business service management software company, Managed Objects, which is now part of Novell. In this role, she founded and grew the marketing department, leading a cross-functional marketing team for the US and Europe. Her responsibilities included all aspects of marketing to launch products and drive sales, including: analyst relations, internal and external communications, public relations, sales support, lead generation, marketing collateral and web presence. Leigh Ann has a Bachelor of Science degree in Biology from Wake Forest University in Winston-Salem, N.C. She has served in numerous volunteer roles, including two terms as President of the Healthcare Businesswomen's Association Mid-Atlantic Chapter, Advisory Board member, and Founding Board Member of the Esophageal Cancer Action Network.



**David I. Safferman, M.D., FACR**  
President and CEO | Advanced Radiology, P.A.

Dr. David Safferman serves as President and Senior Partner of Advanced Radiology, P.A. - the largest radiology provider in Maryland. He received his medical degree from West Virginia University School of Medicine in Morgantown, VA, and completed his residency in diagnostic radiology from the George Washington University Medical Center in DC. In addition, he received his Fellowship in Cross Sectional Imaging (MR/CT/US) from the Pennsylvania State University Hospital in Hershey as well as completed specialty training in nuclear medicine and radioisotope techniques from the Naval Medical Command. He currently serves as MedChi Board of Trustees Co-Chair of Operations Council and holds a position with the American College of Radiology Council.



**Sean M. Scott**  
CEO | Resilience

Mr. Scott joined Resilience shortly after its founding in 1995, when he began as a manager and senior engineer. Since then he has served several key roles in engineering, product development and customer support, eventually ascending to Vice President for Global Systems Engineering. In 2009, he was elevated to CEO and is now a member of the Board of Directors of Resilience Technology Corporation.



In addition to world-class credentials in the field of cyber security, Mr. Scott's leadership skills proved pivotal as he steered the company through its recent acquisition and subsequent management take-over. Through this period, he charted a course for continued growth, sustained production quality and technology advances, while maintaining excellence in customer service and support. Mr. Scott has also retained and recruited a cohesive and committed management team, while continuing to build a skilled network of sales professionals, strategic resellers and best-of-breed technology partners. Mr. Scott is served in the United States Air Force, where he served as an electronic warfare systems specialist 1987-1991. He is a veteran of Operation Desert Storm where he served as a communication, navigation, and radar systems specialist. He now works out of the Resilience Corporate Headquarters in Hanover, Maryland.

### **Jeff Stratton**

Manager | Comprehensive Cyber Security Services (CS)2, Lockheed Martin

Since 1996, Jeff Stratton has been working in the IT field and specifically doing work in IT Security since 2000. Jeff is a thought leader in the design, testing, and implementation of IT security. With several years of experience in all areas of security including penetration testing (network and application) Incident Response, Intrusion Detection, Malware, and Forensics. At Lockheed Martin, Jeff is currently the manager of the Comprehensive Cyber Security Services (CS)2 organization within the IS&GS Civil product line. The organization's focus is to perform comprehensive security testing that goes above and beyond the common penetration test for its customers. By doing architecture, code reviews, and developer training combined with penetration testing, the team brings a product to its customers that is far more comprehensive, taking information assurance to a much higher level. Specialties, include: Unix, Windows, Penetration Testing, Web Application Testing, Wireless Security, Network Infrastructure.



### **Adam Suri**

Strategic Partnerships, Community DNS

Adam Suri is currently managing the North American expansion for CommunityDNS, the global Internet's second largest resolver of DNS, and one of the largest provider of cloud based DDoS mitigation. Prior to this role, Suri was senior vice president of Cyber Operations at Secure Technologies Group, a provider of Cybersecurity services, and was with the State of Maryland's Department of Business and Economic Development, as the director of Cybersecurity and the Office of Innovative Technologies, charged with implementing the recommendations of Gov. Martin

O'Malley's CyberMaryland Initiative. Before that, he was a serial entrepreneur: co-founder of Beny Bigalos and managing sales and marketing at Yafo Networks. His cyber background includes roles in leading sales, marketing and engineering at Yafo Networks, Cisco Systems, Honeywell and Charles Industries. Suri has a Bachelor of Science degree in Industrial Engineering from Bradley University and an MBA from the University of Illinois at Urbana-Champaign. He also holds patents in network management and optical encryption.



### **Tom Weithman**

Managing Director | CIT GAP Funds  
Mach37

Tom Weithman serves as Managing Director of CIT GAP Funds -- a family of seed-stage venture funds focused on making equity investments in the Commonwealth of Virginia's most promising tech, energy and life science companies -- and is a core member of the CIT Team forming the MACH37 Cyber Accelerator. Under Weithman's leadership, CIT GAP Funds, has placed more than 80 seed-stage equity investments, attracted more than \$75M of private equity investment into CIT GAP Funds portfolio companies, driven 15 portfolio companies to Series-A investment or beyond, and propelled several companies to exit. CIT GAP Funds has been recognized by Entrepreneur Magazine as a Top 100 venture fund for several successive

years. Weithman brings to CIT GAP Funds a strong prior executive experience in sales, business development, and operations with both IBM and Hughes Electronics and has raised over \$90M in funding for numerous early stage technology companies. Weithman is active in numerous angel investment, venture capital, and entrepreneurial support organizations, speaking frequently on the subjects of seed stage investing, federal R&D funding and technology transfer and has been recognized as among the “25 Most Influential People in the Southeast Technology Community” by TechJournal South.

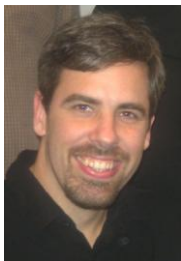
Weithman currently serves on the Board of Directors of the Alzheimer’s Association National Capital Chapter and serves as an advisor to American University’s Masters Program in Entrepreneurial Journalism. Weithman holds a Bachelor’s degree from the University of Notre Dame, an MBA from Michigan State University and a Master’s degree in Public Administration from Harvard’s John F. Kennedy School of Government. He resides in Vienna, Virginia with his wife, Elizabeth and their two children.



**Robert S. West, MS, FACHE**

CEO | Pulmonary and Critical Care Associates of Baltimore, PA  
Managing Partner | C3 Healthcare Solutions, LLC  
President | Proximal, LLC

Mr. West is a seasoned healthcare executive with over 22 years of progressive leadership experience in both the hospital and physician practice settings. He is Board Certified in Healthcare Management and is a Fellow of the American College of Healthcare Executives. Mr. West holds his Master Degree in Management from the University of Maryland with a concentration in Healthcare Administration. His expertise is in health care financial management, strategic planning, service line and program development as well as physician/hospital relations. Currently Mr. West is the Chief Executive Officer of Pulmonary and Critical Care Associates of Baltimore (PCCAB), where 45 private practice physicians direct top rated intensive care units across Maryland. He is the Managing Partner of C3 Healthcare Solutions, LLC, a small healthcare consulting company dedicated to helping physicians and hospitals collaborate to provide quality care to patients and maximize business opportunities. Mr. West also created, and is President of Proximal, LLC, a physician billing and management services company. He serves as the Board Audit Chairman of a publicly traded company and a Board Director of a medical device start-up company.



**Keith Young**

Security Official | Enterprise Information Security Office, DTS Montgomery County Government

Keith Young, CISSP, Security Official for the Montgomery County Government, Maryland, is responsible for providing support to security/technology initiatives for the Department of Technology Services. Mr. Young has over 17 years of Information Technology experience with 15 of those years focused primarily on IT Security. He joined the County in 2002. As the Security Official, he is responsible for all aspects of the County IT Security management, including regulatory compliance, computer forensics, vulnerability and threat management, and enterprise architecture review and recommendation. His IT Security initiatives have won several awards and recognitions including the National Association of Counties (NACo) Achievement Awards for two consecutive years and a finalist in the Information Security Executive North America Government Project Award.

Prior to joining the County, Mr. Young was the Director of Customer Care/Support and a Senior Security Sales Engineer for V-ONE Corporation providing IT security support, solutions, and incident response for Federal, Commercial, DoD, and Educational customers. He also held security engineering and research positions at Acterna/TTC and Salve Regina. Mr. Young is an information security enthusiast and has spoken/presented at many information security conferences. Mr. Young holds a Bachelor’s Degree in Information Systems from Salve Regina University.