Dingman Center Angels

2015-16
Dingman Center for Entrepreneurship

Dingman Center: A Connected Community of “Remarkable” Entrepreneurs
Dingman Center Angels Members

Hilton Augustine
Chairman & CEO
Global Management Systems

Donald Baker
Managing Director
Science Commercialization Ventures

Ed Barrientos
CEO
Brazen Careerist

Casey Berman
President of Operations
Berman Enterprises

Bill Boyle
President
FiberGate Inc.

James Clements
President
1st Financial, Inc.

Chris College
Managing Partner
TCP Venture Capital

Ogden Cummings
Owner
FlexRN
Dingman Center Angels Members

John DuFour
EVP, Financial Services Division
TDEC

Alex Euler
Investment Director
CIT GAP Funds

Karl Grover
CEO
Brand Reservoir

Joshua Goldberg
Co-Founder
Astrum Solar

Michael Hassett
President
Spanish Point Investments, LLC

Keith Kaczmarek
President
InPhase Wireless

Bob Koran
Angel Investor

Justin Label
Owner
Oren Advisors
Dingman Center Angels Members

Jason Lamb
The Hard Yards LLC

Calvin LaRoche
Founding Partner
DC Ventures and Associates

Anthony LaVigna
President
Baltimore Lithotripsy / Falls Church Laser

Mark Levine
Managing Director
Core Capital Partners

Roger London
Chairman
American Security Challenge

Sam Medile
Angel Investor / Advisor
CEG Capital

David Morgan
VP Operations & Partner
STS International

Don Orkand
Founding Partner
DC Ventures and Associates
Dingman Center Angels Members

- Vadim Polikov
  - Co-Founder
  - Astrum Solar

- Liz Sara
  - Managing Director
  - Best Marketing, LLC

- Mark Segal
  - CEO
  - Shady Grove Fertility

- Denis Seynhaeve
  - Managing Partner
  - Force V Partners, LLC

- Jignesh Shah
  - CEO
  - Rybbon

- Todd Shorb
  - Co-Founder
  - American Plant

- Jason Shrensky
  - CEO
  - Complex Interests

- Jon Simon
  - Silver Lining Ventures
Dingman Center Angels Members

Kathryn Stewart  
Investment Committee  
Investment Partners Fund

Stuart Sutley  
President & Managing Partner  
Total Health Management, Inc

Ken Tighe  
Investment Director  
Militello Capital

Dimitrios Topaltzas  
VP, Strategy Office  
Spirent Communications

Kristin Verderame  
CEO  
Pondera International

Gregg Wilkes  
Interim CEO / EVP  
VisiSonics Corporation

The Dingman Center Angels Group includes more than 40 entrepreneurs, CXO’s, venture capitalists and business leaders who have founded, funded and built world-class companies. Angels come from a wide array of industry expertise.
Dingman Center Angels Investment Criteria

DCA Investment Approach

**Capital Needs**
- Companies seeking capital in one of the following ranges:
  - $100K to $1M in Series A Preferred Stock or Convertible note
  - $1M+ with lead investor and term sheer
- Pre-money valuation expectations are generally less than $5M

**Company Characteristics**
- Innovative, technology driven companies
- Located in the Mid-Atlantic region
- Fully developed product or service offering
- Current sales pipeline & revenue stream
- Potential for rapid business growth and demonstrated scalability potential

**Market Potential**
- Sufficient untapped market potential
- A developed and tested sales/marketing strategy with defendable market differentiation
- High-growth market (20% CAGR minimum) or a large market ($500mm+) with a demonstrated strategy to obtain market share
Dingman Center Angels Investment Process

Pre-screen Process

1. Applications
   - Start-ups seeking investment submit application

2. Review
   - Initial screens are conducted
   - In-depth review days determine finalists

Pitch Process

3. Pitch
   - Finalist companies pitch at a bi-monthly Dingman Center Angels Meeting

4. Follow-up
   - Angel investors conduct follow-up meetings with companies of interest

5. Investment
   - One or more angels make investment decision

6. Follow-on
   - Follow-on investments can occur

Investment Process Timeline

- 6 weeks
- 1 day
- 1-2 months
- Varied
- Future
Dingman Center Angels Portfolio Metrics

**Fast Facts**

- **47** Members in the DCA
- **$1.4M** Invested by DCA in FY15
- **No. 16** Nationwide in follow-on deals, by CB insights
- **$12M** Invested since 2005

**Investment Process (FY15)**

- Screened: 67
- Invited to Present: 30
- New Investments: 5
- Follow-on Investments: 4
- Companies with DCA Touch: 106

**Industry Breakdown (FY15)**

- Software: 34%
- Internet/Web Services: 33%
- Internet/Consumer: 11%
- Mobile: 11%
- Security: 11%
The Dingman Center Angels maintains a balanced portfolio with investments of various maturity:

- Dingman Center Angels fund formed in 2005
- Consistent investment over past 10 years
- Strong pipeline
- Several mature investments poised for follow-on venture financing or exits

**Maturity of portfolio companies in the DCA portfolio**

<table>
<thead>
<tr>
<th>Maturity</th>
<th>Number of Companies</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-3 years</td>
<td>15</td>
<td>31%</td>
</tr>
<tr>
<td>3-6 years</td>
<td>26</td>
<td>53%</td>
</tr>
<tr>
<td>6-10 years</td>
<td>8</td>
<td>16%</td>
</tr>
</tbody>
</table>
Dingman Center Angels Portfolio Snapshot

Enterprise Software
- Sitscape
- pendo
- goldLasso
- Spinnakr
- socialtables
- mySBX
- SurveySnap
- YouEye
- DivvyCloud
- VitusVet
- LEMUR
- DescribeIt
- SALESWARP

Consumer Internet
- SocialToaster
- uknow
- talklocal
- GOPOP.TV
- cobrain
- SNOBSWAP
- ZOObEAN

Security
- Mobile System 7
- spotflux
- TERBIUM LABS
- distil networks
- ZEROFOX

Healthcare/Biotech
- MAX Endoscopy
- Zymetis
- b4health
- seguro SURGICAL

Hardware
- SENSICS
- CirrusWorks
- Brain Sentry
- ecosphere
- Hook & Ladder
- Fearless Skies

Consumer Products
- TISTA
games
- TEP
- OmniSpeech
- NAGYA
- LEARN ZILLION

Gaming
- NEXTCISE
- me

Mobile
- Education Technology
## DCA Portfolio: Enterprise Software

<table>
<thead>
<tr>
<th>Name</th>
<th>Description</th>
<th>Year</th>
<th>Founder</th>
</tr>
</thead>
<tbody>
<tr>
<td>SitScape</td>
<td>sitscape.com Provides award-winning, Web-based, situational User-Defined-Operating-Picture (UDOP) software. It enables ops and mission users to easily aggregate and visualize disparate application and information sources into collaborative Common- Operating-Picture (COP).</td>
<td>2010</td>
<td>Kevin Yin</td>
</tr>
<tr>
<td>Spinnakr</td>
<td>spinnakr.com Increase click-throughs and conversions by automatically displaying the right message to the right visitor.</td>
<td>2011</td>
<td>Michael Mayernick</td>
</tr>
<tr>
<td>Brazen</td>
<td>brazen.com A growing community of connectors, coaches, job-seekers, recruiters and entrepreneurs to help you find your next great opportunity</td>
<td>2011</td>
<td>Ryan Healy</td>
</tr>
<tr>
<td>Social Tables</td>
<td>socialtables.com Social Tables has created the world's first social seating chart through its event planning and community-building platform.</td>
<td>2012</td>
<td>Dan Berger</td>
</tr>
<tr>
<td>Ringio</td>
<td>Ringio is a cloud-based Communication Software for SMBs focused on real-time data and customer intelligence.</td>
<td>2012</td>
<td>Michael Zirngibl, Sam Aparicio</td>
</tr>
<tr>
<td>Lemur Technologies</td>
<td>Lemur Technologies is a software company that brings together experts in retail, programming, and social media marketing to develop innovative solutions for common retail problems by leveraging smart phone technology and social networking.</td>
<td>2012</td>
<td>Will Fuentes</td>
</tr>
</tbody>
</table>
## DCA Portfolio: Enterprise Software

<table>
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<tr>
<th>Name</th>
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<th>Year</th>
<th>Founder</th>
</tr>
</thead>
<tbody>
<tr>
<td>mySBX</td>
<td>Operates an online network for businesses and professionals to exchange opportunities, resources, and information. A Web-based tool that enables government contractors to find qualified partners, form contract teams, and create winning bids on GWAC and IDIQ task orders from their own Web portal. Sold to Deltek.</td>
<td>2008</td>
<td>Bradley Schwartz, Jeff White</td>
</tr>
<tr>
<td>Gold Lasso</td>
<td><a href="http://goldlasso.com">goldlasso.com</a> A provider of sophisticated multi-channel marketing technologies and services that help companies easily interact with their customers in a more relevant and personalized way. In an ever-changing marketing environment, long-term client success is our mission, therefore we provide every client with a dedicated and knowledgeable Account Manager who delivers strategic guidance.</td>
<td>2010</td>
<td>Elie Ashery</td>
</tr>
<tr>
<td>YouEye</td>
<td><a href="http://youeye.com">youeye.com</a> <strong>YouEye</strong> is dedicated to creating the best services and tools for improving the user experience of the web.</td>
<td>2011</td>
<td>Kyle Henderson; Derek Carter</td>
</tr>
<tr>
<td>Saleswarp</td>
<td><strong>Saleswarp</strong> focuses on simplifying and streamlining the critical business processes associated with managing a successful E-commerce business.</td>
<td>2012</td>
<td>David Potts</td>
</tr>
<tr>
<td>E-ISG Asset Intelligence LLC</td>
<td><strong>E-ISG Asset Intelligence</strong> delivers cost efficient solutions to help customers manage and track their assets so they can reduce costs and improve operation efficiency.</td>
<td>2012</td>
<td>Jackie Luo</td>
</tr>
<tr>
<td>YaSabe</td>
<td><strong>YaSabe</strong> connects businesses, Latino culture and community by allowing users to be “in the know” and confidently make choices about how and where to spend their time and money.</td>
<td>2012</td>
<td>Azim Tejani</td>
</tr>
</tbody>
</table>
# DCA Portfolio: Enterprise Software

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<tr>
<th>Name</th>
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</thead>
<tbody>
<tr>
<td>Astrapi Corporation</td>
<td><strong>Astrapi’s</strong> patented Compound Channel Coding™ (cCc™) allows for dramatic improvements in communication performance by smoothly integrating periodic and exponential signal parameters.</td>
<td>2013</td>
<td>Jerrold Prothero</td>
</tr>
<tr>
<td>DivvyCloud</td>
<td><strong>DivvyCloud</strong> reduces the overall complexity of a company’s cloud environment to allow engineers to spend more time developing the core business and less time managing cloud assets.</td>
<td>2014</td>
<td>Brian Johnson</td>
</tr>
<tr>
<td>SurveySnap</td>
<td><strong>SurveySnap</strong> is a smarter, more efficient and more profitable system for collecting, reporting and communicating around site-survey information. This is done through the use of our intuitive mobile application and site-survey technology that is specifically designed for maximum efficiency.</td>
<td>2014</td>
<td>Ryan Sears</td>
</tr>
<tr>
<td>Pendo</td>
<td><strong>Pendo</strong> brings the data, the insight, and the tools to Product Managers that will enable them to make the decisions that until now they were unable to make.</td>
<td>2014</td>
<td>Todd Olson</td>
</tr>
<tr>
<td>Describeit</td>
<td><strong>Describeit</strong> is revolutionizing the way contractors present and sell their services by transforming traditional paper-based proposals into an interactive and engaging experience—resulting in higher conversions and faster sales cycles. Our SaaS platform can be used by a wide range of contractors.</td>
<td>2014</td>
<td>Ryan Yanchuleff</td>
</tr>
<tr>
<td>VitusVet</td>
<td><strong>VitusVet</strong> is a cloud-based platform that connects veterinarians and pet owners into a network built around medical record sharing. VitusVet is a SaaS business with unique network effects that connects three currently very fragmented groups of users: ER/Specialty veterinarians, general practitioners and pet owners.</td>
<td>2015</td>
<td>Mark Olcott</td>
</tr>
</tbody>
</table>
# DCA Portfolio: Consumer Internet

<table>
<thead>
<tr>
<th>Name</th>
<th>Description</th>
<th>Year</th>
<th>Founder</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goozex</td>
<td>goozex.com An award winning peer-to-multi-peer video game and movie trading company headquartered in College Park, Maryland. The company has designed and developed an innovative online system that connects members to build a community across North America, &amp; allows them to trade games with each other.</td>
<td>2006</td>
<td>John Dugan, Valerio Zanini</td>
</tr>
<tr>
<td>uKnow</td>
<td>uknow.com uKnow enables parents to &quot;have their child’s back&quot; without constantly looking over their shoulder. By giving parents the information they need to educate and engage their children about staying safe online and smarter tools to supervise their children in a digital world, uKnow helps make technology safer for kids and less intimidating for parents.</td>
<td>2010</td>
<td>Steve Woda</td>
</tr>
<tr>
<td>TalkLocal</td>
<td>TalkLocal is the next-generation request aggregator and filtering search engine. It goes beyond traditional search engines by eliminating the inefficiency caused by the &quot;guess and check&quot; method of matching consumers to service providers.</td>
<td>2011</td>
<td>Gurpreet Singh</td>
</tr>
<tr>
<td>Social Toaster</td>
<td>socialtoaster.com Social Toaster is a social marketing platform that engages supporters to promote content directly to social networks while driving website traffic and providing comprehensive reporting on the effectiveness of efforts.</td>
<td>2012</td>
<td>Brian Razzaque</td>
</tr>
<tr>
<td>Cobrain</td>
<td>Cobrain is one of the fastest growing shopping apps today. Imagine walking into a virtual mall, except you only see the items you’re going to want to buy!</td>
<td>2014</td>
<td>Robert McGovern</td>
</tr>
<tr>
<td>Zoobean</td>
<td>Zoobean delights kids with books curated just for them. Personalize a subscription, give a gift, and explore our catalog.</td>
<td>2014</td>
<td>Felix Lloyd</td>
</tr>
<tr>
<td>GOPOP.TV</td>
<td>With the proliferation of 'second screen' devices, TV, movie, and Internet video activities are primed for disruption. Gopop plans to exploit this disruption by engaging viewers through dynamic social interactions while offering a wider monetization model.</td>
<td>2014</td>
<td>Eugene Evans</td>
</tr>
<tr>
<td>SnobSwap</td>
<td>SnobSwap is the first online marketplace to shop pre-owned luxury from the best brick-and-mortar designer consignment stores.</td>
<td>2015</td>
<td>Elise Whang</td>
</tr>
</tbody>
</table>
# DCA Portfolio: Security

<table>
<thead>
<tr>
<th>Name</th>
<th>Description</th>
<th>Year</th>
<th>Founder</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spotflux</td>
<td><strong>Spotflux.com</strong> Spotflux has developed several unique technologies that bypass censoring technologies, protect privacy, and allow users all over the world to browse an open and free internet.</td>
<td>2011</td>
<td>Chris Naegelin</td>
</tr>
<tr>
<td>Mobile Systems 7</td>
<td><strong>Mobile Systems 7</strong> allows enterprises to securely deploy smartphones and tablets by monitoring deployed systems, securing sensitive data and enforce corporate policies without relying on software agents.</td>
<td>2012</td>
<td>Mark McGovern</td>
</tr>
<tr>
<td>Distil Networks</td>
<td><strong>Distil Networks</strong> protects websites against web scraping, content theft and competitive data mining.</td>
<td>2012</td>
<td>Rami Essaid</td>
</tr>
<tr>
<td>ZeroFOX</td>
<td><strong>ZeroFOX</strong> provides enterprise grade security technology dedicated to identifying, monitoring and preventing risk across the socially connected enterprise.</td>
<td>2013</td>
<td>Evan Blair, James Foster, Rob Francis</td>
</tr>
<tr>
<td>Terbium Labs</td>
<td><strong>Terbium Labs</strong> builds Matchlight, which alerts clients the instant their stolen data appears on the dark web.</td>
<td>2015</td>
<td>Danny Rogers</td>
</tr>
</tbody>
</table>
### DCA Portfolio: Healthcare / Biotechnology

<table>
<thead>
<tr>
<th>Name</th>
<th>Description</th>
<th>Year</th>
<th>Founder</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>MAX Endoscopy</strong></td>
<td>Developing medical devices used in gastrointestinal endoscopy and related specialties. One product currently in development has applications in the treatment of hemorrhoids; assists a physician in performing a colonoscopy.</td>
<td>2007</td>
<td>Robert Stuba</td>
</tr>
<tr>
<td><strong>Zymetis</strong></td>
<td>Developing innovative biotechnologies which enable the economical production of sustainable alternatives to fossil fuel.</td>
<td>2007</td>
<td>Scott Laughlin</td>
</tr>
<tr>
<td><strong>B4Health</strong></td>
<td>Through B4Health, hospitals and healthcare facilities have an opportunity to realize short term benefits both in cost and time efficiency while applying long term solutions to build flexible business models around staffing acquisition and retention.</td>
<td>2008</td>
<td>Michael Wheedon</td>
</tr>
<tr>
<td><strong>Seguro Surgical</strong></td>
<td>An innovative medical device company specializing in the development and commercialization of quality surgical devices that will benefit both medical professionals and patient populations. Seguro has established links with leading Educational Institutions to enable it to access, assess and license new technologies that match our mission - to reduce health care costs, while improving patient safety.</td>
<td>2010</td>
<td>Steve Kubisen</td>
</tr>
</tbody>
</table>
## DCA Portfolio: Hardware

<table>
<thead>
<tr>
<th>Name</th>
<th>Description</th>
<th>Year</th>
<th>Founder</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sensics</td>
<td><a href="http://sensics.com">sensics.com</a> The panoramic virtual reality display company. Based on patented technology developed over nearly a decade of research, <strong>Sensics</strong> delivers upgradeable, lightweight, panoramic head-mounted displays that combine ultra-wide field of view and high resolution.</td>
<td>2005</td>
<td>Larry Brown</td>
</tr>
<tr>
<td>Cirrus Works</td>
<td><a href="http://cirrusworks.net">cirrusworks.net</a> <strong>CirrusWorks</strong> is a scalable integrated infrastructure solution that forms the basis of efficient technology management in commercial networking environments.</td>
<td>2011</td>
<td>Michael Lovett</td>
</tr>
<tr>
<td>Brain Sentry</td>
<td><strong>Brain Sentry</strong>'s helmet-mounted sensor detects impacts that could cause a concussion - helping prevent further injury or death.</td>
<td>2012</td>
<td>Greg Merril</td>
</tr>
</tbody>
</table>
## DCA Portfolio: Consumer Products

<table>
<thead>
<tr>
<th>Name</th>
<th>Description</th>
<th>Year</th>
<th>Founder</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hook &amp; Ladder Brewing Company</td>
<td>hookandladderbeer.com An award winning microbrewery founded by a firefighter from Bethesda, MD. <strong>Hook and Ladder</strong> is currently available in 27 states and has donated over $60,000 to burn treatment centers in local communities.</td>
<td>2006</td>
<td>Rich Fleischer</td>
</tr>
<tr>
<td>Eco Armour</td>
<td>eco-armour.com <strong>Eco Armour</strong> produces shaving and skin-care products using all natural and organic renewable resource ingredients.</td>
<td>2012</td>
<td>Robert Benzinger</td>
</tr>
<tr>
<td>Wheel Shields</td>
<td><strong>Wheel Shields</strong> makes a longboard skateboarding device that improves safety, keeps riders dry, and lets skaters perform new tricks.</td>
<td>2013</td>
<td>Chase Kaczmarek</td>
</tr>
</tbody>
</table>
# DCA Portfolio: Gaming

<table>
<thead>
<tr>
<th>Name</th>
<th>Description</th>
<th>Year</th>
<th>Founder</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interaction Labs</td>
<td><a href="http://ia-labs.com">ia-labs.com</a> Developer of computer interface technologies for immersive physical interactions that people usually only experience in the real world. The focus is on adding resistance and mass to virtual objects in video games, military simulations and other digital content.</td>
<td>2008</td>
<td>Greg Merril</td>
</tr>
<tr>
<td>Target Entertainment Properties</td>
<td><a href="http://tepgames.com">tepgames.com</a> Target Entertainment Properties (TEP) is a Maryland based company dedicated to developing a suite of celebrity branded games across multiple platforms.</td>
<td>2012</td>
<td>LaShun Lawson</td>
</tr>
<tr>
<td>Tista Games</td>
<td><strong>Tista Games</strong> is a platform for regularly scheduled episodic games that keeps players engaged and monetizing for years, not just weeks.</td>
<td>2012</td>
<td>Aunim Hossain</td>
</tr>
</tbody>
</table>
## DCA Portfolio: Mobile

<table>
<thead>
<tr>
<th>Name</th>
<th>Description</th>
<th>Year</th>
<th>Founder</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>MeMeMe</strong></td>
<td><a href="http://memememobile.com">memememobile.com</a> Provides the world’s most advanced speech recognition platform by enabling real-time voice control of any mobile application or automated phone service, and the most accurate transcription of any audio content.</td>
<td>2010</td>
<td>Peter Marshall</td>
</tr>
<tr>
<td><strong>Nexercise</strong></td>
<td><a href="http://nexercise.com">nexercise.com</a> A free mobile application that rewards users with virtual medals, discounts and free merchandise for good health.</td>
<td>2011</td>
<td>Benjamin Young</td>
</tr>
<tr>
<td><strong>Omni Speech</strong></td>
<td><strong>OmniSpeech</strong> is an innovative software technology company that aims to revolutionize the enhancement of voice communication in speech-enabled applications and in digital mobile devices.</td>
<td>2015</td>
<td>Carol Espy-Wilson</td>
</tr>
</tbody>
</table>
## DCA Portfolio: Education Technology

<table>
<thead>
<tr>
<th>Name</th>
<th>Description</th>
<th>Year</th>
<th>Founder</th>
</tr>
</thead>
<tbody>
<tr>
<td>LearnZillion</td>
<td><a href="https://learnzillion.com">learnzillion.com</a> <strong>LearnZillion</strong> is a learning platform that combines video lessons, assessments, and progress reporting. Each lesson highlights a Common Core standard, starting with math in grades 3-9.</td>
<td>2012</td>
<td>Alix Guerrier</td>
</tr>
<tr>
<td>Naaya</td>
<td><strong>Naaya</strong> is a game-based social learning platform for Elementary Schools (K-5) focused on global and social studies and 21st Century Skills - Communication, Collaboration, Creativity, Critical Thinking, and Character.</td>
<td>2013</td>
<td>Amir Hudda</td>
</tr>
</tbody>
</table>
Co-Investors
DCA Investment Spotlights
Brazen

Company Description

Overview
Brazen powers real-time, online events for leading organizations around the world. The company’s interactive communication platform, Brazen Connect, is used by thousands of companies, universities, associations, and membership organizations for better recruiting, expanded networking, mentoring, and audience engagement.

Brazen offers products for Career Fairs and Hiring Events, Networking, College Fairs and Admissions, and Coaching and Mentoring. Primary customers include universities, event planners, and employers. The mission of the company is to fundamentally change the way people find professional opportunities and employers find talent.

Fast Facts

Industry: Internet / Web Services
Total Round: $1,000,000
Follow On Round: $4,700,000
Date: April 2011
Date Founded: 2008
Founder(s): Ryan Healy, COO
Key Management:
- Ed Barrientos, CEO

Fun Fact: Brazen Careerist was originally founded by blogger, Penelope Trunk

Dingman Angels Deal

Investors
3 Angels

Funding Round
$1M

Co-investors

Investment
$750K

Follow-on
Yes
$200K – 2012
$275K – 2013
$4.7M – 2015
Distil Networks

Overview

The copying and redistribution of original content posted on websites is one of the fastest growing acts of electronic theft on the internet today.

Distil is the first Content Protection Network that helps companies identify and block malicious content scraping and data theft. Distil makes real-time decisions and seamlessly distinguishes human visitors from malicious bots, with no false positives. Digital publishers, online directories, social media, and e-commerce companies are vulnerable to online content theft and risk the loss of advertising revenue, brand equity, and customer loyalty. The Adaptive Platform also gives the option of configuring what kind of response you wish to take.

Fast Facts

Industry: Security
Total Round: $1,900,000
Date: December 2012
Date Founded: 2011
Founder(s): Rami Essaid, CEO
Key Management:
- Engin Akyol, VP Engineering
- Andrew Stein, VP Development

Fun Fact: Distil has raised a total of $31M

Dingman Angels Deal

1 Angel
$1.9M
$50K
Yes
$21M – 2015
Astrapi is the leader in a revolutionary method of communication – spiral-based modulation, a game-changing force in communications technology. Astrapi’s technology will support performance advances across a wide range of radio communications, including:

- More efficient cellular networks with greater data throughput
- Lower demands for spectrum usage
- Greater resistance to rain fade, more reliable satellite
- More efficient and reliable microwave networks
- The next generation of high capacity multimedia comm.
- Lower-power, higher capacity field communications for defense and law enforcement
- The next generation of deep space communications

**Overview**

**Fast Facts**

- **Industry:** Telecommunications
- **Total Round:** $1,500,000
- **Date:** May 2013
- **Date Founded:** 2012
- **Founder(s):** Jerrold Prothero, CEO
- **Key Management:**
  - Andrew Roscoe, COO
  - Doug Knabe, Senior VP Engineering

**Dingman Angels Deal**

- **Investors:** 1 Angel
- **Funding Round:** $1.5M
- **Investment:** $700K
- **Follow-on:** No
- **Co-investors:**
  - Lou Brown
    Founder, IDEAS Inc.
  - Peter Keefe
    President, Avenir
  - John Torre
    Unit CFO, Verizon

Fun Fact: Investor, Bill Boyle, met Astrapi at 2013 Cupid’s Cup
Terbium Labs

Overview
Terbium Labs is the creator of Matchlight. By privately fingerprinting the dark web, Matchlight protects your organization's intellectual property, safeguards confidential information, and combats data theft.

Matchlight’s patent-pending data fingerprinting technique requires no modifications to existing records and uses cryptographic hashing to ensure that no one, not even Terbium, can decipher the originating data.

Matchlight collects fingerprints from across all places on the internet where stolen information is traded, including all of the popular dark web markets and forums. Data Intelligence using Matchlight makes breach discovery immediate and automatic.

Company Description

Fast Facts
Industry: Cyber Security
Total Round: $1,700,000
Date: May 2015
Date Founded: 2013
Founder(s): Danny Rogers, CEO
Michael Moore, CTO

Fun Fact: Terbium has raised more than $5M to date in two seed rounds

Dingman Angels Deal

Investors
5 Angels

Funding Round
$1.7M

Investment
$500K

Follow-on
Yes
$3.7M – July 2015

Co-investors
Not Disclosed
Snobswap

Company Description

Overview
Snobswap is the premier online marketplace to shop the best consignment boutiques in the nation. Snobswap brings online access to an unique offline supply of pre-owned, authentic luxury from the top consignment stores.

Snobswap is aiming for the high-end, luxury shopper who’s looking for discounts on designer labels, or hoping to relieve some of their own shopping guilt by selling off their own high-quality items via the online service.

Since its “official” launch in spring 2013, the site has seen over half a million consumers shopping its site online, with average transactions in the $200 range.

Fast Facts
- **Industry:** Online Retail
- **Total Round:** $700,000
- **Date:** June 2015
- **Date Founded:** 2013
- **Founder(s):** Elise Whang, CEO
  Emily Dang, CMO
- **Key Management:**
  - Vera Wen, VP of Marketing & Growth

Dingman Angels Deal

- **Investors:** 3 Angels
- **Funding Round:** $700K
- **Investment:** $57.5K
- **Follow-on:** No
- **Co-investors:** simplepitch
  NET-A-PORTER
DCA Follow-on Deals Spotlights
SalesWarp

Initial Deal
(February 2012)

**Description:** SalesWarp is an automated E-commerce platform that acts as mission control for retailers selling online. It automatically builds and publishes your online store, while integrating all the key operating tasks and back-end management functions, including inventory, fulfillment, order processing, shipping, reporting, multi-store management, competitive pricing and cross-selling. We also provide custom development.

**Date Founded:** 2009

**Founder(s):** David Potts, CEO

**Key Management:**
- David Anderson, VP Marketing
- Phil Fiore, VP Sales

**Industry:** Software

**Initial Investment / Total Round:** $450,000 / $600,000

**Initial Investors:** 4 Angels

Follow-on Deals
(May 2013 and December 2013)

**Investor(s):**
- May 2013: 2 Angels
- December 2013: 2 Angels

**DCA Investment/ Total Round:**
- May 2013: $300K / $300K
- December 2013: $100K / $1M

**Co-Investors:**
Maryland Venture Fund

**Founder Quote:**
“Working with the Dingman Center was a great experience from start to finish. It really accelerated our start by bringing together so many experienced and knowledgeable investors in a well-managed angel program.”
- David Potts, Founder/CEO
Stephen Bailey knew from the start exactly where he wanted to take ExecOnline. He is now executing perfectly. Stephen is one of the rare entrepreneurs who’s hit every milestone that he has promised. We are confident that he will continue to do so.”

- DCA member/Investor

**ExecOnline**

**Initial Deal (October 2012)**

**Description:** ExecOnline partners with elite business schools to enable executives at the world’s largest companies to master and apply critical insights and practical solutions. ExecOnline provides school partners with everything they need to successfully develop online executive education programs including a customizable learning management system, online instructional design and full sales and marketing capabilities.

**Date Founded:** 2012

**Founder(s):** Stephen Bailey, CEO

**Key Management:**
- Julia Alexander, Chief Program Officer
- David Foster, Chief Academic Officer
- Mark Ozer, Chief Commercial Officer

**Industry:** Software

**Initial Investment / Total Round:** $150,000 / Undisclosed

**Initial Investors:** 1 Angel

**Follow-on Deal (July 2013)**

**Investor(s):** 1 Angel

**DCA Investment/Total Round:** $750K / $1.2M

**Co-Investors:**
- Acceleprise
- Osage Partners
- The Washington Post Company

**Founder Quote:**

"Stephen Bailey knew from the start exactly where he wanted to take ExecOnline. He is now executing perfectly. Stephen is one of the rare entrepreneurs who’s hit every milestone that he has promised. We are confident that he will continue to do so.”

- DCA member/Investor
Social Tables

**Initial Deal**
(May 2012)

**Description:** Social Tables is a web-based event planning platform for hospitality, meeting and event professionals. To make event planning less stressful, they built software using cutting-edge technology that consolidates every part of your event planning process. Social Tables eases designing a floorplan, streamlines the arduous seating process, saves you a ton of time, and makes event planning fun again.

**Date Founded:** 2011

**Founder(s):** Dan Berger, CEO

**Key Management:**
- Ed Kim, VP Engineering
- Ram Parimi, Director of Sales

**Industry:** Internet / Web Services

**Initial Investment / Total Round:** $245,000 / $500K

**Initial Investors:** 8 Angels

**Follow-on Deal**
(August 2013)

**Investor(s):** 5 Angels

**DCA Investment/Total Round:** $333K / $1M

**Co-Investors:**

**Founder Quote:**

"DCA was an incredible, value-add resource for me at the time I needed it most. Working with them from initial pitch to close was an outstanding experience I would recommend to any entrepreneur looking for early capital."

- Dan Berger, Founder/CEO
DCA Exits
SpydrSafe

**Description:** SpydrSafe’s mobile security platform prevents corporate data breaches due to intentional or inadvertent misuse of mobile apps, thus enabling the use of employee-owned devices in the workplace and providing IT departments the tools necessary to safeguard corporate data.

**Founder:** Michael Pratt

**Industry:** Security

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In June ‘14 Okta raised a $75M Venture Round.

“The acquisition appears to signal an intention by Okta to expand the kinds of services it offers to its users beyond identity management. That would help it better compete against others in the space…”

- **Tech Crunch**

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**Acquiring Company**

**Recent Raise**

**In the News**

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**Description:**

- **Seed Round:** $880K
- **DCA Investment:** $25K
- **Seed Round:** $120K
- **Grant:** $100K
- **DCA Investment Jan ‘12**
- **Seed Round Nov ‘11**
- **Grant July ‘12**
- **Acquisition Nov ‘14**
**Veenome**

**Description:** Veenome automatically translates videos into data at a very large scale to help Ad Networks and Publishers lift their CPMs through targeting, reduce fraud through viewability detection and eliminate brand safety/objectionable content concerns.

**Founder:** Kevin Lenane

**Industry:** Enterprise Software

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**Recent Raise**

NY based Integral Ad Science has raised $50M and has 20+ employees

“Veenome, after being acquired by New York-based Integral Ad Science, will head its new parent's video development efforts, effectively becoming the company's "video arm," according to CEO Kevin Lenane....”

- Washington Business Journal

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**In the News**

- Founded Aug '11
- DCA Investment Nov '11
- Seed Nov '12
- DCA Follow On Nov '13
- Acquisition Mar '15

**Seed Round**

$600K

**Angel Round**

$500K

**DCA Investment**

$175K
University of Maryland DNA Deals
Brain Sentry

The biggest challenge in concussion management (particularly in youth sports) is to figure out when a player needs to be evaluated — players want to play and coaches, too often, don’t know (or want) to pull their players.

Brain Sentry offers a helmet-mounted device that displays warnings when an athlete suffers an impact above a dangerous threshold and needs to be examined by a trainer or coach before continuing to play. Brain Sentry provides objective assessment of impacts so coaches, trainers, and parents can take the appropriate steps. Sports leagues, schools, parents, players, and helmet manufacturers are target customers.

Company Description

Overview

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Brain Sentry offers a helmet-mounted device that displays warnings when an athlete suffers an impact above a dangerous threshold and needs to be examined by a trainer or coach before continuing to play. Brain Sentry provides objective assessment of impacts so coaches, trainers, and parents can take the appropriate steps. Sports leagues, schools, parents, players, and helmet manufacturers are target customers.

Fast Facts

Industry: Consumer Products
Total Round: $500,000
Date: July 2012
Date Founded: 2011
Founder(s): Greg Merril, CEO
Key Management:
- Neal Leiberman, VP Sales & Marketing
- Rob Cohen, CTO

Dingman Angels Deal

Investors: 2 Angels
Funding Round: $500K
Investment: $50K
Follow-on: No
Co-investors: New Dominion Angels
VisiSonics

Overview
VisiSonics creates tools and applications that combine its proprietary RealSpace™ audio signal processing algorithms with computer vision that utilize NVIDIA’s CUDA parallel GPU architecture to provide a next generation of products addressing real world acoustic solutions. The products and tools being created and marketed by VisiSonics address large markets spanning consumer, industrial and security applications.

Its consumer based technology can provide a complete and compelling true surround sound experience to any compatible consumer device.

Fast Facts
Industry: Internet / Web Services
Total Round: $35,000
Date: June 2013
Date Founded: 2010
Founder(s): Ramani Duraiswami, CEO

Key Management:
- Adam O’Donovan

Company Description

Dingman Angels Deal

Investors: 2 Angels
Funding Round: $35K
Investment: $35K
Follow-on: Yes, $50K – 2014
Co-investors: TEDCO
Cobrain is building the first cross-merchant personalization ecosystem in partnership with hundreds of large retail merchants. The core technology is a personalization system designed to recommend the appropriate products for a retail customer, when visiting a merchant site, or using a shopping app. The system is based on proprietary algorithms and data science, with the goal of significantly advancing the state-of-the-art in predictive product personalization.

We’ve partnered with 300 of the largest retailers (Macy’s, Nordstrom, etc.) to sift through the millions of products so you don’t have to.

**Overview**

**Fast Facts**

**Industry:** Internet / Web Services  
**Total Round:** $3,000,000  
**Date:** March 2014  
**Date Founded:** 2012  
**Founder(s):** Rob McGovern, CEO  
**Key Management:**  
- Mark Cross, Senior VP Products  
- Larry Cynkin, CTO

**Dingman Angels Deal**

- **Investors:** 3 Angels  
- **Funding Round:** $3M  
- **Investment:** Undisclosed  
- **Follow-on:** Yes  
- **$280K – 2015**  
- **Co-investors:** Undisclosed
**VitusVet**

**Company Description**

**Overview**
VitusVet is an online sharing system for veterinary records that bolts onto your existing practice management software. Medically relevant portions of your records are securely and automatically copied to our cloud, which makes them easier to share with other veterinarians, boarding kennels and pet owners. VitusVet cloud storage ensures 2-way communication between

- ER clinics
- Specialists
- Boarding Kennels
- Insurance Companies
- Pet Owners

**Fast Facts**

- **Industry:** Internet / Web Services
- **Total Round:** Not Disclosed
- **Date:** March 2015
- **Date Founded:** 2014
- **Founder(s):** Mark Olcott

**Key Management:**
- Mark Olcott, DVM, Co-founder & CEO
- Kalpesh Raval, Co-founder & CTO

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**Dingman Angels Deal**

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<thead>
<tr>
<th>Investors</th>
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Summary

- Dingman Center Angels invest in regional companies with an innovative, technology based product and a scalable model to address a growing market

- Dingman Center Angels use a **proven investment process** to screen and complete deals with top regional start-ups

- The Dingman Center Angels have invested over **$12M since 2005** in a diverse portfolio

- Dingman Center Angels boast a well-established pipeline and strong deal flow

- We partner with some of the top angel groups, venture capital firms, and private investors in the region

- Multiple portfolio companies have seen additional investment and the Dingman Center Angels are ranked number **#16 nationwide in follow-on deals** (CB Insights)

- Dingman Center Angels have not forgotten their roots and have been active in investing in companies with **UMD DNA**