

# INNOVATOR

of the YEAR AWARDS

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RECENT WINNERS RAISE  
FUNDS, GAIN NOTORIETY,  
KEEP ON INNOVATING

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# OCBJ's Winning Innovators Keep on Winning in 2020

## Raised Money, Appeared on CBS, Invented Eyelash-Size Sensors

■ By PETER J. BRENNAN

From raising capital to appearing in national news show to inventing innovative new products, the 2019 winners of the Business Journal's Entrepreneurs of the Year Awards kept right on rolling along toward building bigger companies—and in one case, building much smaller products.

Here is an update on our five winners from last year:

### Alignment Healthcare

**John Kao** began **Alignment Healthcare** in 2013 with the goal of reaching a billion dollars in sales.

The Orange-based supplier of Medicare Advantage plans is well on its way to a billion dollars this year by sustaining annual revenue growth topping 40% for the past five years. The company in the past 12 months has announced:

■ In March, it raised \$135 million from **Fidelity Management & Research Co.**, funds and accounts advised by **T. Rowe Price Associates Inc.** and **Durable Capital Partners LP**.

The Series C round brings Alignment's funding to date to \$375 million.

Private equity firms **General Atlantic Service Co.** and **Warburg Pincus LLC**, who have invested more than \$240 million in the company over the past five years, decided to retain their stakes in Alignment.

■ Earlier this month, the company announced plans to expand into new markets across California, Nevada and North Carolina starting in 2021, reaching more than 5.9 million people eligible for Medicare.

The company's number of clients has jumped from 60,000 last year to 70,000 currently and it may reach 80,000 by the end of this year.

■ The Pharmacy Quality Alliance for the third straight year honored the company with excellence in quality award among Medicare Advantage plans with prescription drug coverage.

■ In March, it launched programs to ad-



Kao

dress the coronavirus. The first was a personalized COVID-19 Risk Assessment tool, which provides personalized results. It partnered with **Mom's Meals** and **Meals on Wheels** to deliver 20,000 meals to members who cannot otherwise access food.

It's hosted nine town halls focusing on coronavirus, loneliness and fitness. The on-line meetings have attracted 53,000 of its members.



Grainger

### Mavenlink

Working in 100 degrees below zero in the Antarctic in the late 1970s taught **Mavenlink Inc.** Chief Executive **Ray Grainger** how to be adaptable.

That lesson has helped him build his 12-year-old company to thrive during the coronavirus, as clients found its project management software for streamlining workflows was even more important with so many employees working out of their homes.

"We're doing incredibly well. We expect a great year for us again," Chief Financial Officer **Steve DeSantis** told the Business Journal in July, adding that the company's sales are continuing to grow at a 40% annual clip.

The company has a goal of a \$1 billion valuation on sales topping \$100 million, he said.

Grainger spent the past year bulking up his executive team to prepare for either an acquisition spree or to go public.

■ Last week, the company named **Robert Pickell** as chief marketing officer. Pickell helped build multiple several companies to sales topping \$100 million annually, including **HireRight**.

In May, it hired **Jared Haleck** as senior vice president of product; his background includes vice president of product at **Insidesales.com**.

In February, it created a three-member executive advisory board of **Keith Carlson**, a founding partner of **Accenture's** customer relationship management business; **Ed Marshall**, chief product officer at **Ambra Health**; and **Walt Weisner**, chief customer officer of global customer care at **BlueJeans Network**.

■ Mavenlink received three awards, including a SIIA CODiE Award for the best project management solution, a Gold Stevie Award in the project management category and a Gainsight Game Changer award for customer service.

■ For the third straight year, Mavenlink made **Deloitte's** 2019 list of the 500 fastest-growing tech companies in America. The list ranked Mavenlink No. 349, citing 281% sales growth over a three-year stretch.

### DocBot

**CBS News** in July highlighted a technology to use artificial intelligence to diagnose colon cancer more quickly.

"We're living in a tech world, so this seemed like the next obvious evolution," a patient told CBS.

While CBS News noted that the technology was developed at **University of California-Irvine**, the national news channel

missed the wunderkind inventor of the technology—**Andrew Ninh**, who last year was honored with an entrepreneurial award by the Business Journal.

Ninh, who dropped out of college, eventually founded **DocBot Inc.**, an artificial intelligence diagnostic system for detecting and determining cancer—with 98% accuracy in milliseconds—without ever taking



Ninh

a biopsy.

DocBot in June kicked off a new colonoscopy trial for its tumor-detection imaging platform.

The pivotal trial will enroll nearly 1,000 patients across six sites in the U.S. It is expected to be completed within the year.

Following the pivotal trial for colonoscopy, DocBot will seek approvals for endoscopy and other gastrointestinal screening procedures.

"We envision a company that through optical procedures can directly prevent cancers, as well as other digestive diseases," Ninh told the Business Journal a year ago.

### Indi Individuals

**Indi Individuals Inc.**, flush with a recently raised \$9 million in June, has a new app that opens its technology up to marketers—consumer and corporate alike—to streamline social media monetization.

Undisclosed investors pumped money into the Newport Beach-based company, whose software connects retailers to individuals, allowing those individuals to get paid for word-of-mouth recommendations for millions of products.



Grover

The latest funding will help Indi promote an app that's pitching new ways for freelancers and other workers to generate their own revenue.

Indi was started in 2013 by **Neel Grover**, **Greg Giraudi** and **John Jackson**; the founders count ties to **Buy.com**, **Rakuten**

### North America and Bluefly.

Indi's been bolstering its exec ranks of late; it brought in COO and CMO **Trever Gregory**, who previously served as vice president of brand marketing at Rakuten, a provider of e-commerce and data analytics services.

Others on Indi's exec team include former pro-tennis player and President **Shikha Uberoi Bajpai**; her personal experience as an athlete influencer and expertise in media production as the founder of **Impact Media 360 Inc.** will come in handy.

"Everyone can tag a product recommendation," Executive Chairman Grover told the Business Journal this month. "It's basically word-of-mouth recommendations and you can do that with content or without. You can do it with text. You can add it to Facebook or TikTok."

Grover is the former CEO of Rakuten, Bluefly.com and Buy.com.

### Xidas

Founder and Chief Technology Officer **Mark Bachman** won an Business Journal IOTY award last year for developing and manufacturing devices and systems at microscopic sizes, "smaller than a human hair."

In the past year, Irvine-based **Xidas Inc.** has worked on branding its name after changing it from Integra Devices. It issued a brochure in January saying that it's invented these "industry firsts."

■ It has a contract with the **National Science Foundation** to build batteries that never run out of energy with a target of wireless sensors in the fields of energy, indoor lighting and airflow.

"If you put this battery on something that vibrates, it will never run out and it will continually charge," CEO **Paul Dhillon** told a



Bachman

podcast released in January.

■ An in-body, zero-powered wireless sensor smaller than a human eyelash that's designed for glaucoma monitoring. It's building the device for a large medical device maker, said Dhillon, who didn't identify the company.

■ A micro-relay product that the company said is 100 times smaller than its competitors' devices.

The company is aiming to release these three products in 2021. Afterward, the company will move on to other products because the total addressable market for miniaturization market could be as large as \$200 billion, he said.

"All of these products have never been done before," Dhillon said. "This technology could be revolutionary in a market that could be very large." ■





## Medtech Leader Edwards Drives Meaningful Innovation for Patients

*Edwards Lifesciences has continuously developed the world's leading technologies for structural heart disease and critical care medicine*

More than 500,000 heart valve procedures are performed worldwide each year, many utilizing sophisticated medical technologies like those made by Edwards that enable either the repair or replacement of diseased heart valves.

Edwards Lifesciences' roots date to 1958, when Miles "Lowell" Edwards set out to build the first artificial heart. Edwards was a 60-year-old, recently retired engineer with an entrepreneurial spirit and a dream of helping patients with heart disease. With a background in hydraulics and fuel pump operations, Edwards believed the human heart could be mechanized. He presented the concept to Dr. Albert Starr, a young surgeon at the University of Oregon Medical School, who thought the idea was too complex. Instead, Starr encouraged Edwards to focus first on developing an artificial heart valve, for which there was an immediate need.

After just two years, the first Starr-Edwards mitral valve was designed, developed, tested, and successfully placed in a patient. This innovation spawned a company, Edwards Laboratories, which set up shop in Santa Ana, California – not far from where Edwards Lifesciences' corporate headquarters is located today. The spirit of innovation remains central to Edwards today. Since introducing the

first commercially available heart valve in 1960, Edwards Lifesciences has continued to meaningfully advance heart valve therapy.



Today, Edwards continues to lead the field of tissue replacement heart valves and repair products and advanced hemodynamic monitoring. Edwards' major product lines are focused on transcatheter aortic valve replacement, surgical heart valve replacement and repair and critical care monitoring.

The company invests approximately 17 to 18 percent of sales in R&D, and recent years' product growth is directly related to the outputs of Edwards' R&D. Over the last several years, Edwards has been proud to introduce several innovative products that help maintain strong global leadership positions and enabled more patients to benefit from the company's life-saving technologies than ever before.

Edwards continues to be focused on solving unmet needs and promoting transformative solutions with the power to make meaningful differences across the spectrum of healthcare – for patients, clinicians and the overall healthcare system.

Innovation  
starts with  
inspiration.  
And we're  
inspired.



By creating a community unified around a single passion: To help patients live longer, healthier and more productive lives. By working with clinicians to solve unmet needs and make meaningful differences across the healthcare system. By evolving a portfolio of breakthrough technologies with a patients-first mindset.

**Edwards Lifesciences. From inspiration to realization.**

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# How people work is forever changing.

Businesses are meeting that challenge in the cloud.

## Top 5 Reasons to Migrate to the Cloud.

In these changing times, successful businesses are thinking and operating differently. From physical workstations and remote office locations to new IT infrastructure investments and network maintenance – all of it is being reevaluated in this new virtual paradigm as businesses look to operate more efficiently and cost effectively.

Traditional office settings have rapidly migrated into virtual environments. Employees are moving into work-from-home stations. Business meetings and presentations are almost completely conducted online. And with more virtual activity comes the need for a fast and secure cloud-based solution that ensures businesses run more efficiently than ever before.

Moving to a cloud-based solution can feel like a daunting task, but in reality - it's relatively simple. Partnering with the right cloud services provider takes the guesswork and heavy lifting away.

That partner is Cox Business Cloud Solutions. To help you better understand what's involved, our team has compiled a list of the Top 5 things to consider when making a decision on cloud migration.

## 1 Enabling Your Mobile Workforce

With more employees working remotely than ever before, many companies have struggled to equip themselves properly. Workflows are different. Secure access to company data from various locations also presents challenges. Truth is, the sudden shift to remote work has fundamentally changed how businesses operate and left them looking to new solutions for how best to move forward without hurting productivity.

Cloud services help companies of all sizes find accessible, affordable ways to conduct business remotely. Instead of piecing together a convoluted process, often based on outdated, insecure on-premises hardware, the cloud enables teams to connect securely via a virtual desktop environment and continue their typical work process.

The cloud aids your business to function as efficiently as it would if everyone were still working traditionally from one or more office locations. This is critical not only during a pandemic when things are unexpectedly shut down, but also during any kind of business interruption - be it storms, tornadoes, natural disasters or even cyber attacks affecting your business infrastructure. Migrating to a secure cloud environment protects your critical data and gives you options for how you want to keep your business up and running.





## 2 Quickly Scaling Your Network

Every business is different and moving your data to the cloud isn't a one-size-fits-all solution. Cox Business Cloud Solutions provides customized services to best fit the scale and needs of each individual business. Your cloud migration plan will take into account critical workloads, data and applications, potential obstacles and a desired timeline for implementing tailored solutions. The beauty of the cloud is that it's easily scalable.

Cox Business Cloud Solutions provides a robust combination of enterprise-level services including Managed Cloud Security, Disaster Recovery, Data Backup, Virtual Desktop Environments, Software Defined Wide Area Network (SDWAN), and Enterprise Grade Infrastructure. Our team will work with you to identify the services that fit your business needs. We will also design and implement migration and monitoring strategies while also providing industry-leading customer support to ensure a safe transition for your business data.

## 3 Securing Your Critical Data

If there's one thing businesses worry about most with regard to sensitive data, it's security. Most companies don't want to allocate IT funds elsewhere when they are focusing department resources on continually updating, patching and assessing office systems and also protecting against outdated cyber security measures that could threaten the entire business.

Cloud solutions are inherently more secure than on-premises solutions and cloud providers manage security issues in the background more efficiently with little to no adverse effect to workloads. By utilizing the cloud, software is more easily kept up to date, backups can be made more readily and recovered faster, and documents and access controls are easier to manage. According to a RapidScale study, 94% of businesses say they actually saw an improvement after implementing cloud security solutions.

Cloud solutions can improve the level of your security with Tier 3 data centers that have biometric scanning, security guards, and around-the-clock monitoring along with fast threat detection response using a Unified Security Management platform. In addition, all of your documents are safe and accessible with full redundancy and fully managed firewalls and encryption protection, providing you peace of mind that your business is always protected.

## 4 Realizing Cost Savings and Maximizing Profitability

The simple fact of the matter is that building and maintaining IT infrastructure is costly, as is the real estate and accompanying

insurance that infrastructure requires. Expensive hardware, software, and licensing for all devices are just the beginning. Allocating resources to IT for setup, maintenance, security and management tools all add up.

Cox Business Cloud Solutions can help reduce your costs across the board. The cloud allows lower capital spending on facilities and onsite servers while reducing the overall IT budget. Many companies that move to the cloud downsize their data centers or eliminate them entirely. It supports more regular technology upgrades, reduces ongoing maintenance and staff time, and shifts the burden for time-consuming tasks, like patches, upgrades and infrastructure expenditures to cloud service providers.

Our Cox Business Cloud Solutions support team supports your IT team, as well as your end-users – everything from device troubleshooting to application integrations to building out any new data center requirements. Not only can you reduce IT expenses by reducing physical PC costs, you can also layer in our Cloud Desktop as a Service (DaaS), which is a pay-as-you-go subscription – meaning one monthly charge, which makes budgeting simple.

## 5 Save Time and Valuable IT Resources by Choosing the Right Partner

There are lots of reasons cloud migration makes sense, but moving forward ultimately requires finding a trusted cloud services partner who listens to your needs and translates that into a strategic migration plan that fits your unique business needs.

Cox Business is a trusted provider of business technology services and our Cloud Solutions team is among the best in the industry. Our solutions will grow with your business and ensure you have the support of certified professionals for your IT staff and end users available 24/7.

Contact us today to learn more about migrating your business to the cloud so that you are fully prepared for whatever the future may bring.

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**WELLS  
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## Wells Fargo Works With Community Organizations to Find Innovative Solutions for Affordable Housing

According to the Joint Center for Housing Studies at Harvard University, nearly one-third of U.S. households spend more than 30% of their income on housing, and 18 million commit more than 50% for a safe place to live.

Combating the affordable housing crisis is a long game and municipalities, developers and community organizations are working together to find innovative and scalable solutions to address local and national housing affordability concerns.

In 2019, Wells Fargo committed \$1 billion in philanthropy through 2025 to address the U.S. housing affordability crisis, including homelessness, available and affordable rentals, transitional housing and home ownership.

Addressing concerns locally, the Orange County Wells Fargo Foundation has given \$275,000 to support Mercy House, a nonprofit leading the charge in housing affordability solutions.

Mercy House provides temporary and permanent housing opportunities, programs and services to the region's homeless population and works with various community organizations to use existing land for redevelopment in

"If we are ever going to meet the need of providing housing for all income levels, we are going to have to get creative with both existing and new resources," said Larry Haynes, Executive Director of Mercy House. "The joint study between Mercy House and UCI will examine our innovative engagement with the faith community as a resource to assist with the production of affordable housing and provide critical feedback to enable us to expand our housing stock for the most vulnerable populations."

According to the National Low-Income Housing Coalition, no state or metro in the U.S. has enough affordable rental inventory to meet the existing demand for its lowest-income residents.

In response to this, Mercy House is developing an affordable housing complex in Santa Ana called Legacy Square. The multi-million dollar collaboration with the City of Santa Ana, Santa Ana United Methodist Church, Mercy House and National Community Renaissance, will address the community needs for: affordable housing, tailored support services of evidence based programs to advance resident families, high quality design, and safe healthy, environmental friendly buildings.

### TRANSIT ORIENTED DESIGN



efforts to create sustainable and affordable housing. Although membership has waned, faith-based organizations remain steadfast in social good and Mercy House is exploring the use of church land for affordable housing developments both theoretically and for practical implementation.

With \$75,000 in support from Wells Fargo, Mercy House is working with a team of researchers at University of California Irvine (UCI) to publish a white paper on how to galvanize support on land use with faith-based organizations. The research, scheduled for release in September 2020, will explore the processes that lead to successful faith-based redevelopment projects, examine how to scale and replicate successful models of supportive housing in communities with scarce land resources, and serve as key research for the UCI Livable Cities Lab and drive future research on land use and affordable housing development.

### CONTEXTUAL IMAGE



With \$100,000 in support from Wells Fargo, the 93-unit building will have housing available for low-to-moderate income individuals and a portion of units will be designated for permanent supportive housing for the region's most vulnerable populations. Legacy Square will come equipped with a community center, playgrounds, landscaped courtyards and more.

Affordable housing is at a crisis point and individuals and families everywhere are sacrificing necessities like food, healthcare and educational opportunities in order to afford a place to live. Wells Fargo aims to bring community stakeholders and local and national nonprofits together to better understand and address the full spectrum of housing affordability needs. Together we can combine financial resources, fact-based research and business expertise to make a greater impact.



# You Have Received Your PPP Loan, Now What?

More than 4 million small businesses have applied for and received their Paycheck Protection Program (PPP) loan. The next logical question is: How do you account for it?

There has been some discussion that PPP loans are not really debt, but in substance, are government grants. For SEC registrants, the Chief Accountant has released guidance that they would not object to a registrant accounting for the loan as debt (ASC 470), or as a government grant, as long as, certain conditions are met. Thus, you have two options:

1. It can be accounted for as a liability under ASC 470. Under this method, you would accrue interest costs in accordance with ASC 835-30 (interest method). You would not impute additional market rate interest, even though PPP loan interest is clearly below market rates. Because the interest rate is controlled by a governmental agency, it is out of the scope of the ASC 835-30 guidance.

To account for total or partial forgiveness, you look to ASC 470-50-15-4, extinguishment of liabilities. When a loan has been forgiven (i.e., the debtor has been legally released from the liability), it is reduced by the forgiven portion and a gain on extinguishment is recorded.

2. Account for the PPP loan as a government grant. There are two ways to use this option:
  - a. (1) International Accounting Standards (IAS) 20, Accounting for Government Grants and Disclosure of Government Assistance, or
  - b. (2) the guidance under ASC 450-30, Contingencies: Gain Contingencies.

Using the IAS 20 model, the accounting is as follows:

- No recognition of government assistance until it is reasonably assured that any conditions attached to the assistance will be met, and the assistance will be received.
- Once the reasonable assurance condition is met, you would record the earnings impact of the grant on a systematic basis over the period(s) in which your business recognizes the expenses. For example, if you received a PPP loan to



cover your payroll, leases, and utilities, you would recognize the earnings impact as those costs are recognized. You then record the forgiveness as other income or as an offset to related qualifying expenses.

If you choose the gain contingency model, the accounting is as follows:

- Forgiveness of the PPP loan would not be recognized until all uncertainties are resolved. Once the uncertainties are resolved, a gain contingency can be recorded.
- Using this model provides less specificity on measurement and recognition requirements related to PPP loans in comparison to other models.

If you need any assistance with your PPP loans and maximizing the amount of forgiveness, contact the experts at RJI.

## Ian Lawson, CPA

Ian is an Audit & Assurance Director for RJI with over 25 years of experience providing audit, review, compilation, and consulting services to privately held and publicly traded companies. Ian can be reached at (949) 852-1600 or [ilawson@rjicpas.com](mailto:ilawson@rjicpas.com).



## Erik Tischofer, Mac

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## About RJI CPAs

Established in 1980, RJI specializes in audit, accounting, corporate and international tax issues for publicly traded and privately held companies. RJI is PCAOB registered and the Southern California member firm of DFK International, the 8th largest global accounting network.

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## RJI CPAs is celebrating the anniversary of our 40<sup>th</sup> year in business.

The firm was built on international tax expertise, client service and business acumen. We have expanded our services through DFK International to over 400 offices and 92 countries worldwide.

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*"I like the flexibility that RJI CPAs offers. I don't get 'no' for an answer - instead they work with us to develop creative solutions that address our needs."*

— Wendy Figueroa, Internal Audit/Controller, Geo-Logic Associates



# Stradling

## Can Emerging Companies Innovate Their Way Through Surviving a Pandemic?

By Parker A. Schweich and Stephen L. Ram

Faced with wary customers, supply chain disruptions, declining resources, unpredictable employee engagement, continuing cash burn, and on-again-off-again reopening of business, emerging companies that don't have products or services critical for the "pandemic economy" are wondering how they can navigate through the current pandemic without sinking. The answer may lie just as much in staying the course and being fiscally conservative as it does in innovating and taking risks.

### Raising Capital

Investment has declined significantly and many investors are taking a "wait and see" approach. Capital is still available and being deployed, but more so for companies with useful solutions for the current COVID-19 environment and for those with strong fundamentals and a well-prepared strategy to navigate through the pandemic. Many companies were able to triage their payroll with PPP loans, but that money likely has been depleted by now and it is uncertain whether stimulus programs will be expanded or extended. As a result, the need for capital is even more imperative now.

However, companies that can raise equity capital in this environment need to carefully consider that term sheets and valuations during the pandemic generally have been tilting in favor of investors. To the extent that a company isn't in dire need of financing or can take actions to conserve its cash burn, it may consider waiting for an improved public health environment and economic recovery which should translate into improved financing terms and valuations for the company. Even so, remote working, virtual meetings and social distancing have created longer lead times for getting anything done these days, including financings, so it may be prudent to start exploring and planning early on for that future financing.

Companies that were on a path to a significant capital raise before the pandemic now may need to reduce their funding goal and seek out a smaller financing round merely to bridge them until the recovery picks up momentum. Companies also may consider focusing more of their time and energy during this time on attracting strategic partners with greater resources (financial and otherwise) that can support the growth of their business through investment or commercial partnerships. To the extent a company has existing investors, they can be another source of support for obtaining needed funds.

A tremendous amount of capital is sitting on the sidelines; preparations now will enable a company to take advantage of capital opportunities when the economic environment recovers.

### Reinventing the Business

Whether it's to attract capital or new customers, many companies are currently trying to reinvent their business as a "COVID-19" business. Companies that expand their offerings by adding a "COVID-19" or "remote commerce" application that complements their core business should continue to find traction overall. Companies may also examine elements of their businesses that may require retooling or possibly even elimination if those elements are not compatible with the pandemic economy or the "new normal" expected to emerge after the pandemic (in many instances, those business elements had pre-existing shortcomings or limitations that have been exacerbated by the pandemic economy). It is in this context that innovation combined with a solid track record will be necessary to make the case for a true and successful reinvention of the company's business.

Companies, however, that pivot away too much from their core business model in order to chase perceived "COVID-19" opportunities, face skepticism from both prospective investors and prospective customers. Drastic pivots also may undermine the confidence of existing customers and stakeholders. The pandemic already upset investor and other stakeholders' expectations based upon a company's existing operations, budgets, and business plans; pivots – large or small, well intentioned or value creating – may require engagement with those existing investors and stakeholders to avoid later dissension or disputes.

Reinventing during the pandemic presents a unique set of circumstances and limitations that differ from prior downturns and shifts in the economy. Yet, this is the opportunity to meet those challenges with vision, deliberative planning, and thoughtful decision making to reinvent or expand a business to become part of a COVID-19 business or to position the enterprise for the economic recovery in the "new normal."

### Reinventing Operations

For many companies, much of the innovation in response to COVID-19 is happening in operations. From technology-powered health testing and tracing for workers, to office space reconfigurations and rotational work schedules, to virtual engagement with employees, to finding alternative supply sources, to new methods of boosting productivity, to developing new sales, engagement and delivery methods with customers, companies are finding new ways to adapt to and capitalize during the pandemic economy. As the pandemic continues, companies should continue their innovation in operations, leveraging new knowledge and changes within their industries, customers, or stakeholders that may inform new innovations or refinements to the measures already taken.

It may well be that office configurations, rotational work schedules, or delivery methods may not be temporary, but permanent features for a company. Eventually, when the pandemic ends, the companies that implemented these changes will have operations that are much more efficient, competitive and cost-effective than ever before. The nimble companies – those most willing and ready to reexamine their business operations, and implement operational changes – should continue to reinvent, optimize, and streamline their operations well after the pandemic ends.

### The More Things Change, the More They Stay the Same

There is little doubt that much has changed and continues to change as a result of COVID-19. However, so much also has stayed the same. Investors continue to evaluate emerging companies on the same fundamentals of their intellectual property, market potential, path to commercialization, and management team track record. Customers continue to seek out products and services that make their lives easier and better and that offer high quality at a reasonable price. Those companies that reinvent themselves will continue to stay on track and will survive and even thrive. The pandemic may have changed the direction of those tracks, but the engine of innovation continues to chug along.

#### Parker A. Schweich

Parker's decades of experience and knowledge of corporate and securities laws and mergers and acquisitions enables him to anticipate challenges long before they arise and develop solutions in a cost-effective, predictable and efficient manner. In even the most time-compressed circumstances, business owners and in-house counsel depend on his practical and business-minded approach to make tough decisions and prevail in difficult negotiations.



#### Stephen L. Ram

Stephen's litigation practice concentrates on corporate governance, and complex business and commercial disputes in federal and state courts. Over the course of a company's lifecycle, Steve solves a diverse array of operating and management problems with informed and practical guidance. Company stakeholders rely on his counseling to minimize or manage the potential risk of legal action arising from a proposed transaction or governance decision, with the aim of avoiding a lawsuit altogether.





# Don't Let Your Assets Crash



2020 may be a watershed year for estate planning. Many of the extraordinary transfer tax benefits currently available under the current law could be repealed if there is a change in Administration in November, 2020.

The time to “lock-in” these valuable benefits and be grandfathered if the laws change is now. Heads you win — tails you win. In the field of tax planning we use disruptive technologies to transform your thinking to protect your legacy from creditors and predators in order to transfer to your loved ones. You didn't achieve success by being content with the status quo. So, thinking differently should hardly be disruptive.

***Contact us to disrupt your thinking and protect your legacy.***



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STUDENT BY DAY, CEO BY NIGHT.

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Patrick Dumas  
UCI Undergraduate Student  
CEO, Waterborne Skateboards

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# Congratulations to all the nominees of the 2020 OCBJ Innovator of the Year Awards

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SUPPORTING INCLUSIVE INNOVATION AND ENTREPRENEURISM





## Employee Confidentiality and Proprietary Rights Agreements – Best Practices

William Shakespeare once said, “better three hours too soon than a minute too late.” While the advice is offered in a different context, the words hold equal importance in the implementation of a corporate intellectual property (IP) strategy or policy.

Beginning early is particularly important when establishing a relationship with new employees and other third parties, such as contractors, suppliers, joint-development partners, and even customers. For example, in the United States an invention created by an employee or an independent contractor is owned by that employee or contractor, regardless of compensation paid. Thus, it is important that any and all agreements for services, including employment agreements, contain clauses specifying who owns the intellectual property rights in any work product created during a relationship.

Since employees or independent contractors are the primary source of a company’s intellectual property, an important early start is to specify ownership rights in intellectual property in writing at the onset of the employment relationship. Such an agreement, often referred to as an “Employee Confidentiality and Proprietary Rights” agreement (or similar) sets forth an employee’s obligations and rights with respect to any intellectual property created by the employee during her course of employment. At a minimum, the agreement is a contract that grants the employer ownership rights to inventions created or conceptualized by the employee (or contractor) during the employment relationship. Ideally, it also requires the employee to promptly disclose any invention to the employer, to “assign” (legally transfer) ownership rights in the invention to the employer, and to assist the employer in obtaining a patent in the invention. Moreover, such obligations should persist even if the employment relationship ends.

In addition to inventions, the agreement should accommodate ownership of other forms of IP as well. For example, terms should specify that works of authorship created within the scope of employment will be considered works made for hire under the Copyright Act, and thus owned by the employer. Ideally, the agreement assigns to the employer all work product related to the employer’s business and contemplated business that is created by the employee, including discoveries, proposals and ideas.

While ownership of IP is critical, such agreements ought to address additional rights and obligations as well. For example, during a typical employment relationship an employee has access to an employer’s confidential information and trade secrets, such as business processes; research; business and marketing strategies; potential transactions; pending negotiations; know-how; software design; financial and pricing information; security procedures; algorithms; and customer information. The agreement should clearly specify an employee’s obligations and duties regarding this type of valuable information, including an acknowledgment of a duty to keep the information confidential and the circumstances of when, how, and to whom disclosure of confidential information is permissible. Ideally, the

agreement also provides guidance about steps the employee must take to protect confidential information from inappropriate use or disclosure.

Other provisions might also be included in a Confidentiality and Proprietary Rights agreement – again, with the objective of having a clear understanding between employer and employee sooner rather than later. Such terms may vary depending on the nature of the employer’s business, the anticipated responsibilities of the employee, and even applicable state law(s). For example, a waiver and release of claims concerning an employee’s rights of publicity and privacy if the employer plans to use the employee’s name, voice, likenesses, or biographical information for marketing, advertising, or publicity purposes might be warranted. If the employer business involves software development, the agreement might specify circumstances under which the employee may or may not utilize code subject to open source license restrictions.

While the agreement is primarily concerned with obligations of the employee during employment, it also should address obligations that remain post-employment. As noted above, the employee’s confidentiality obligations should survive termination of the employment relationship, regardless of the reason for termination. Ideally, the agreement should specify a procedure to minimize the risk that the employee may disclose confidential information following termination of employment, such as by requiring the employee to return all confidential information in the

employee’s possession immediately on termination of employment or within a specified timeframe. This might even include a written acknowledgment, signed on termination, that attests that the employee does not possess any confidential information, and all relevant employee property has been returned.

Finally, any Employee Confidentiality and Proprietary Rights agreement should comply with specific requirements of a given jurisdiction or state, which may specify unique limitations on what an employer may require of an employee with respect to ownership of IP and non-disclosure of confidential information.

To summarize, a careful and a robust statement of an employee’s obligations and duties – particularly those pertaining to valuable IP – is best obtained very early on in an employment relationship. This establishes a clear understanding between employer and employee, and avoids many complicated, painful and costly misunderstandings that may occur later in the relationship.



**Eric Maschoff**



**Mikhael Mikhalev**

**Eric Maschoff** is a nationally recognized expert on Intellectual Property law. He has extensive experience in patent preparation and prosecution, strategic counseling, licensing and IP portfolio management.

**Mikhael Mikhalev** assists clients in defending their research and development investments by ensuring their Intellectual Property is protected.





## Introducing Andrei's Culinary Adventures

Boasting one of the best terrace dining experiences in Irvine, Andrei's Conscious Cuisine & Cocktails is the perfect setting to enjoy a chilled cocktail, sumptuous small plates or one of Chef Porfirio Gomez's tantalizing entrées. Inspired by all corners of the world, Gomez sources ingredients from local farms and ranches to invent dishes that delight the senses and provide a creative spin on California cuisine. Andrei's Culinary Adventures is the restaurant's newest initiative to infuse the spirit of travel into delicious, weekly specials as a way to explore the world through its flavors, while holidays abroad are on hold. Weekly "Adventures" will be announced on Andrei's website and social media. Gourmet take-out packages for 2 to 8 people are also available.



Andrei's was established in memory of the owner Natalia Ostensen's brother and in order to pay forward his legacy of kindness, 100% of the restaurant's net profits are donated to the Andrei Foundation ([www.andreifoundation.com](http://www.andreifoundation.com)).

Andrei's is located at 2607 Main Street in Irvine at the corner of Jamboree and Main, with convenient access to the 405 and 5 Freeways. The restaurant is open to the public Tuesday through Friday 11:00am to 9pm and Saturdays from 3 p.m. to 9 p.m. and can be reached at (949) 387-8887 and [www.andreisrestaurant.com](http://www.andreisrestaurant.com).

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## A Digital Shift for Corporate Social Responsibility

### Empower Your Employees with Social Impact Technology

Corporate social responsibility (CSR) and social purpose are key in ensuring relevancy for your company.

According to Deloitte's 2018 Global Human Capital Trends report, both consumers and employees judge businesses "on the basis of their relationships with their workers, their customers, and their communities, as well as their impact on society at large—transforming them from business enterprises into social enterprises."

That is, doing good is good for business, whether it be for equity, relief, or just building better, stronger communities. And with the ongoing pandemic crisis creating uncertainty for all, it's now more important than ever to support our community's most vulnerable.

But 75% of today's employees also want the ability to choose the causes they support, according to Cone Communications. So how do you make your CSR efforts, no matter the social purpose, relevant and engaging for your employees?

#### On the Forefront with Philanthropy Cloud

Presenting Philanthropy Cloud, an innovative digital social impact platform that transforms the way businesses and employees engage with and maximize their philanthropic efforts in an increasingly virtual world.

By leveraging the most innovative Salesforce technology and the expertise of United Way, the leader in workplace giving and community impact, Philanthropy Cloud:

- Streamlines complex administrative processes, making CSR activation and employee engagement easier and more efficient.
- Empowers employee-driven philanthropy by presenting virtual, remote, and in-person volunteering opportunities as well as giving opportunities side-by-side.

- Encourages meaningful engagement by providing a personalized and customized employee experience.
- Allows you to celebrate successes in real-time with automated reporting.



Don't let your CSR efforts be left behind in the digital transformation shift. Join national and local innovators like Antis Roofing, Avanir Pharmaceuticals, Deloitte, Kellogg Company, Synoptek, and the Automobile Club of Southern California to elevate your company's social impact today.



The Automobile Club of Southern California activated their national volunteer PTO program through Philanthropy Cloud.

For more information about Philanthropy Cloud or to schedule a demo, contact Rob Kent, Vice President, Corporate Engagement, Orange County United Way, at 949.263.6133 or RobK@UnitedWayOC.org.

#### SPOTLIGHT

#### Driving Social Purpose Nationally



With more than 15,000 employees across the country, the Automobile Club of Southern California needed a way to boost employee engagement. The company also needed a customizable social impact platform that empowered every single person in the organization to engage in their CSR program.

Thanks to Philanthropy Cloud, they were able to offer and launch a volunteer Paid Time Off (PTO) program, using the platform to orchestrate this effort on a national scale.

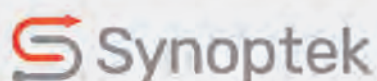
Philanthropy Cloud also provided flexibility for each regional office to customize the platform locally to create a more robust personal experience for their employees.

The result? The Automobile Club of Southern California streamlined the activation of their national volunteer PTO program, with employees accruing volunteer hours nationally before the COVID-19 pandemic struck.

##### Empowering Through Reach & Customization

- More than 15,000 employees engaged
- Local customization for each region
- National volunteer PTO program successfully launched

#### Customized End-to-End CSR



Synoptek, a leading global systems integrator and managed IT services provider headquartered in Orange County, was looking to build an entirely new CSR plan and wanted a platform that offered flexibility for their 400+ employees to get involved with the philanthropic efforts that matter most to each of them across both fundraising and volunteering opportunities.

Synoptek became the first Orange County company to implement Philanthropy Cloud, allowing them to activate and deploy their CSR program for employees located locally and nationally while giving their employees the power of choice to engage with the causes they care about. And it ensures Synoptek's social impact efforts are scalable to tackle future community needs, no matter where their employees are located.

*"Our partnership with United Way and their mission to make a difference on a global scale presented a great opportunity for us to further foster our corporate social responsibility program and ultimately create a deeper impact within our communities."*

*[With Philanthropy Cloud,] now we can connect every employee to the causes they're most passionate about."*

— Tim Britt, CEO, Synoptek

#### Rapid Action, Big Impact



After seeing Orange County United Way launch the Pandemic Relief Fund, Avanir Pharmaceuticals, an Orange County-based pharmaceutical company, was eager to get involved and put its CSR efforts into action.

They wanted to move quickly and needed an innovative system that allowed their 400+ employees and contractors working near their Aliso Viejo headquarters to help the surrounding community, while also giving their 200+ employees across the nation the same opportunity to make donations in their own local communities.

Orange County United Way's Philanthropy Cloud was the perfect platform.

With more than 1,200 dedicated affiliates working throughout the country, United Way had both the scale to help make a real difference locally in Orange County, as well as the flexibility to direct funds to the communities of Avanir's geographically diverse field staff—all from the Philanthropy Cloud platform. And they were able to launch their giving campaign in a matter of weeks.

##### The Power of Speed

- Launched campaign in 2 weeks
- Raised more than \$44,000 for pandemic relief efforts





# Philanthropy Cloud

## Boost Employee Engagement and Track Your Company's Social Impact

Philanthropy Cloud is a digital platform that revolutionizes the way businesses and employees maximize their philanthropic efforts by inspiring, connecting, and empowering social change.

Don't let your company's corporate social responsibility efforts get left behind as digital transformation shifts into overdrive.



+



Learn more at [UnitedWayOC.org/Cloud](https://UnitedWayOC.org/Cloud) or contact Rob Kent, Vice President, Corporate Engagement, Orange County United Way to schedule a demo [RobK@UnitedWayOC.org](mailto:RobK@UnitedWayOC.org) | 949.263.6133



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## Driving Social Innovation With a Plan Ahead Strategy

By Dawn S. Reese, Chief Executive Officer, The Wooden Floor

Last March, there was a cataclysmic shift to operating businesses in a virtual environment – including nonprofit organizations which are more so traditionally place-based, by responding to community need directly, and in-person. In a matter of days and weeks, the nonprofit sector responded impressively to meet the new virtual format by deploying design-thinking practices of: listening and learning, developing new systems and programs, piloting and testing innovative solutions and evaluating in rapid-time which ideas were making a difference. Those nonprofits who are driving social innovation by combining design-thinking with strong leadership and financial management along with technical infrastructure and steady community support, have been able to remain nimble, plan, and adapt quickly to the changing economic, societal and program delivery challenges of our time.

### Value of a Plan Ahead Team

During those first months of the pandemic, The Wooden Floor wanted to take a long view on the potential impact Covid-19 may have on student development in low-income communities because of the 10-year commitment we make to our 475 students and their families. The Wooden Floor is one of the nation's leading social innovators and one of the foremost creative youth development nonprofit organizations. Since 1983, we have served over 95,000 youth, and our strategic solution to today's greatest social challenges is to transform young people in low-income communities through the power of dance and access to higher education. **Since 2005, 100% of our graduates have enrolled in higher education.**



In April 2020, there was evidence emerging early on that distance learning was going to have a long-term impact on students within the K-12 system and beyond the classroom into their homes. In order to focus both on the present demands during the crisis with an eye towards the future impact, we created a two-track system for planning. First, our Senior Leadership Team responded by pivoting our dance education, academic, college and career readiness and family services programs to a virtual environment. Concurrently, we created a Plan Ahead Team whose goals were to collect forward-looking data and intelligence on the impact of Covid-19 in four main areas: Organizational Strategy; Education (K-12); Higher Education; and Health and Human Services. Simultaneously, both teams met weekly and we were able to focus on deploying and executing on virtual curriculum design and services, while developing a Plan Ahead Framework which was guided by an article from McKinsey & Company that outlined a five-part strategic crisis action plan for a changing environment: "1) Get a realistic view of your starting position; 2) Develop scenarios for multiple versions of your future; 3) Establish your posture and broad direction of travel; 4) Determine actions and strategic moves that are robust across scenarios; 5) Set trigger points that drive your organization to act at the right time.", **McKinsey and Company, Getting Ahead of the Next stage of the Coronavirus.**

### Planning Ahead Makes an Immediate Difference

We have found there is an interesting duality that can equally exist when

responding to incredible challenges during a crisis while maintaining a hopeful optimism for the future – this is where planning ahead can make the difference.

By keeping our eyes strategically focused on The Wooden Floor's future, we have been able to:

**Learn** by gathering internal and external data on the long-term impact of Covid-19 on low-income communities across the nation, as well as surveying our own students and families in Orange County so we can remain responsive and innovative as we launch our next 10-year Strategic Vision 2021-2031 amidst the sea of uncertainty.

**Collaborate and Design** in order to create our core principles for our virtual curriculum development as well as key organizational indicators that have helped us to navigate any new challenges or opportunities that we encounter by working with external teams of skills-based volunteers from **Edwards Lifesciences** and **PIMCO**.

**Evaluate** how our copyrighted Theory of Change adapts to a virtual or hybrid model in response to distance learning, which may inform future creative youth development programming locally, and nationally with our licensed partner **CityDance DREAM** in Washington, DC.

**Engage** with both internal and external stakeholders throughout the crisis planning to ensure that we communicated our challenges and sought feedback on our proposed solutions. As an example, once it became evident that over 200 of our students would not have laptop computers to participate in our summer



programs and their school work, we reached out to our corporate and foundation partners who wanted to provide special Covid-19 relief funds:

**Capital Group, Kingston Technology, Sun Foundation and Sharon Mae Fund** and we are grateful that they collectively gathered together and provided free laptops for those students.

### Planning Ahead as part of Strategic Planning

As The Wooden Floor embarks on our strategic planning process to launch our next Strategic Vision 2021-2031, we will be more confident as we begin the process because of the data collection, analysis and key indicators that we have compiled over the past four months. Strategic Planning is essential, even amidst a pandemic. With the data provided through the Plan Ahead process, we will be able to create some educated assumptions, ideate on new organizational metrics and look for opportunities for continued virtual connection and programming that will set the course for the next decade of impact for our students and our community.

Join us at **TheWoodenFloor.org** to learn about the promise that we make to each of our students: **from here you can step anywhere.**

Dawn S. Reese is the Chief Executive Officer of The Wooden Floor, a nonprofit organization which has received numerous awards including the 2018 New York Life Foundation AIM High Afterschool Award for Middle School Programming, as well as a feature in the Stanford Social Innovation Review. During Reese's tenure, The Wooden Floor opened its second location in Santa Ana, and licensed its model in Washington, DC. Reese received the 2019 Women Breaking Barriers Award from Connected Women of Influence, the 2018 Founders Award from the Institute for Community Impact, the 2016 Center for Leadership Award for Innovation from California State University Fullerton and the 2015

Difference Makers Award for Small Nonprofit Person of the Year from the Santa Ana Chamber of Commerce. Reese serves on the Board of Directors for OneOC as treasurer, Orange County Music and Dance, Passkeys Foundation as vice chair, and the Santa Ana Chamber of Commerce. She also serves on the Board of Advisors for the Center for Leadership - Mihaylo College of Business and Economics at California State University, Fullerton; Institute for Community Impact; and the Orange County Business Council's Latino Education Attainment Committee.

LinkedIn: DawnSReese Twitter: @DawnSReese







# WE ARE CREATING GENERATIONAL CHANGE THROUGH THE POWER OF DANCE

Founded in 1983, The Wooden Floor is one of the foremost creative youth development nonprofit organizations in the country. We transform the lives of young people in low-income communities through the power of dance and access to higher education.

We give young people the tools and guidance to follow a path out of poverty by serving students in grades 3-12 after-school for up to 10 years with a comprehensive approach that is grounded in exploratory dance education which is strategically integrated with long-term mentoring relationships, academic services, college and career readiness, and family support services.

In Orange County and through national licensed partners, our long-term approach fosters the confidence and gifts within each child to innovate, communicate, and collaborate - skills necessary for success in school and in life.

**100 percent of students who graduate from The Wooden Floor immediately enroll in colleges and universities across the nation.**

Students at The Wooden Floor consistently exceed their peers nationally. Our students become change agents and beacons of hope within their own families, their neighborhoods, our community, and our world.

**JOIN US TO MOVE MORE YOUNG PEOPLE FORWARD.**

Find out more at **TheWoodenFloor.org**

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## 2020 Innovator of the Year Award Nominees

### Agtools Inc., Irvine

*Martha Montoya, CEO*

Martha Montoya is the founder and CEO of Agtools Inc., a provider of a web-based solution that improves the decision-making process of farmers and all stakeholders in the food supply chain. Montoya is also part of the UCI Beall Applied Innovation Wayfinder incubator program. With 25-plus years of experience shipping fruits and vegetables to major retailers across the U.S. and worldwide, Montoya has keen insights into the challenges faced by farmers and retailers. At the crossroad of high technology and agriculture, Agtools reduces food waste, increases profits and fills in communication gaps between farmers and food retailers by providing succinct, timely and valuable information regarding distribution, production, and pricing, to all stakeholders involved in the food chain supply. Under the leadership of Montoya, Agtools has won awards and received recognition from Microsoft, IBM and the University of California, Davis, for innovation, machine learning and artificial intelligence.



### AIVITA Biomedical Inc., Irvine

*Hans Keirstead, Ph.D., CEO*

Dr. Hans Keirstead is an internationally known stem cell expert and has led therapy development for cancer, immune disorders, motor neuron diseases, spinal cord injury, and retinal diseases. Keirstead is the CEO of AIVITA Biomedical which was founded in 2016 to develop stem cell-based clinical therapies and commercial products that improve quality of life and save lives. Its most notable achievements are the advancement of a platform cancer immunotherapy capable of treating multiple cancer types, currently in Phase II trials for ovarian and brain cancer, and the invention of a novel skincare active that has been commercialized to help fund the Company's clinical programs. In 2005, Keirstead was awarded the Distinguished Award for Research, the UCI Academic Senate's highest honor, as well as the UCI Innovation Award for innovative research leading to corporate and clinical development. He was a founding advisor of the California Stem Cell Initiative that resulted in a \$3 billion stem cell fund (CIRM). He has been a long-time advisor to several governments on biomedical policy.



### Amazon AWS, Irvine

*David Murray, Principal Solution Architect*

David Murray began his lifelong passion for tech when he was just nine years old and got his hands on a broken 1985 desktop computer. He taught himself how to fix it, thus taking the first step in what would lead to a 21-year career in IT. Starting his formal career with Microsoft in Ireland, he focused on network engineering. In 2014, Murray moved into cloud computing. He took on his current role with Amazon AWS dedicated to helping companies architect applications on the cloud. Instead of starting his own company, Murray would work inside the most advanced companies and volunteer his time to build open source applications for social good. He devotes his spare time to working on innovative solutions, like AssistOC, the application he designed and led a team of volunteers to build for Orange County United Way. This application powers United Way's Homelessness Prevention Program and, as of July 17, helped more than 4,300 OC families impacted by COVID-19 to receive \$500 in direct assistance via debit cards for food, rent, and other basic needs.



### American Technologies Inc., Anaheim

*Jeff Huddleston, Senior Vice President- Environmental & Health Science Services*

Jeff Huddleston has more than 40 years of extensive knowledge and experience in abatement and remediation in the construction industry. As the senior vice president - environmental & health science services, Huddleston works out of ATI's corporate office in Anaheim and oversees all of the Environmental Operations for ATI. He is responsible for management of the environmental division, direct project management, marketing and sales. Huddleston has worked throughout the United States in the commercial, residential and industrial sectors. His previous work experience consists of marketing and estimating and being a field superintendent, general foreman, and general manager. Huddleston holds the latest Certified Mold Remediation Supervisor (CMRS) credential with the Indoor Air Quality Association (credential number 070728). He is an EPA/AHERA certified Contractor/Supervisor for asbestos and lead. Huddleston also holds a C-2 and Asbestos license with the California Contractors State License Board. Among his other professional certifications are Building Inspector and ABRA Master Certification (American Bio Recovery Association).



### AONdevices Inc., Irvine

*Mouna El Khatib, CEO & board member of AONdevices Inc.*

Mouna El Khatib has 19 years of experience in system architecture, chip development and leadership. She has developed and led SOCs (System-on-chip) for smart speakers, smartphones and other smart devices. She is a former Qualcomm principal engineer and engineering director at Brainchip and Conexant. El Khatib received multiple high-performance awards. She is most often recognized for her sense of ownership, and her result-orientated, can-do attitude. While her main role was in engineering, she worked closely with cross-functional teams. Marketing and customer interactions are things that have always fascinated her, and she significantly contributed in these areas throughout her career. That experience helped her build the business plan and launch the formation of AONDevices. The company developed an application specific edge AI processor that can reliably recognize human speech and audio commands in very noisy environments. The technology can be implemented in a small footprint SoC for always-on battery powered applications such as smartphones and wireless headsets. AONDevices is expanding its family of application specific edge AI processors to sensor fusion applications such as motion sensors.



### ATTOM Data Solutions, Irvine

*Rob Barber, CEO*

As CEO of ATTOM, Rob Barber directs the corporate operations, enterprise data and product strategy, as well as customer acquisition and service for the nation's premier property database. Under Barber's leadership, ATTOM has earned a spot on HousingWire's annual Tech100 list every year since 2015, and been named a finalist for the Inman Innovator Award. Barber has also been named a HousingWire Vanguard, RISMedia Real Estate Newsmaker Futurist, and Maverick of the Year from the American Business Awards. Over the past few years, Barber has spearheaded several strategic initiatives to bring more comprehensive real estate data to the marketplace, including the acquisitions of Home Junction Inc. in July 2020 and Onboard Informatics in February 2018. Barber also played a key role in ATTOM's acquisition by private equity-firm Lovell Minnick Partners in January 2019, to position the company for strategic growth. Each of these initiatives were driven by the company's mission to provide premium property data that fuels innovation and arms businesses and consumers with real estate data solutions that drive profitable business decisions and sustain growth.



### ATTOM Data Solutions, Irvine

*Todd Teta, Chief Product & Technology Officer*

Todd Teta serves as ATTOM's chief product and technology officer, where he leverages over two decades of experience in technology and product innovation. Teta is directly responsible for driving product development and tech innovation for the nation's premier property database, as well as building teams to scale the business. ATTOM's advanced tech innovation directed by Teta, has earned a spot on HousingWire's Tech100 list every year since 2015. ATTOM has also been named a finalist for the Inman Innovator Award based on the company's proprietary, analytics-ready property data for real-world applications which fuels growth across many industries to help drive decisions. ATTOM's data is delivered in a variety of flexible customer solutions, including Data-as-a-Service (DaaS), property data APIs and bulk data licensing. Teta oversees the continuous development of the ATTOM Table of Data Elements comprised of various key data products and derived analytics. Teta's industry accolades include being named a Tech Trendsetter by HousingWire and a Top Tech in Real Estate by Real Estate Weekly.



### Avatar Partners, Huntington Beach

*Marlo Brooke, CEO/Founder*

Marlo Brooke is a technology visionary with a passion for innovating the impossible. Under her leadership for 17 years, AVATAR Partners® develops world-leading XR Immersive Reality and Virtual Collaboration solutions that Simplify Complex Systems®, including heavy-duty, industrial grade AR, MR, Spatial Reality and Holographics for Aerospace, Construction, Defense, Healthcare, Manufacturing, Defense and Government. As the world's first combined Unity Platinum Reseller and Integrator, AVATAR and its Partner Ecosystem are known for high quality, cost-effective, enterprise XR that optimizes performance and profit throughout the product life cycle and its digital thread. Brooke is a member of CEO Roundtable, University of California, Irvine, and Chapter President, VR/AR Association, Orange County CA. Under her leadership, AVATAR Partners has won over nine awards and nominations for Innovation over the past 12 months. Her company was one of the first to solve several major technical issues to enterprise-wide Mixed Reality adoption, as well as low-cost development and sustainment. AVATAR's software, services, and its Partner Network (the AVATAR XR Ecosystem) are being widely adopted in all branches of the US Military and heavy industry including Construction, Vehicles, Oil & Gas, Healthcare and Aerospace.



### Baxter, Irvine

*Ramin Mousavi, Vice President & General Manager*

Ramin Mousavi is a dynamic healthcare executive with a proven track record of building high performing teams and achieving exceptional results in the cardiovascular and critical care space focused on developing, launching and commercializing breakthrough & transformational products. He was previously the vice president - global marketing & strategy at CathWorks. As the chief marketing officer for CathWorks, Mousavi was responsible for the development and the execution of the global strategy for the company, including oversight of commercial and clinical global launch and adoption of CathWorks FFRangio™ technology, a noninvasive FFR platform that quickly and precisely delivers objective multi-vessel physiologic measurements to cost effectively optimize and confirm intraprocedural PCI (percutaneous coronary intervention) therapy decisions. Mousavi has overseen a successful completion of a pivotal clinical trial for CathWorks and FDA approval. CE mark, FDA and Japan PMDA approval for the CathWorks FFRangio System. And he has been responsible for CathWorks successful global go-to-market strategy. Under his leadership, CathWorks was the runner up nominee for the Best Innovation in Medical Device Award at 2019 OCTANE HTA.



### Cerenetex Inc., Newport Beach

*Ben Bobo, President & CEO*

Ben Bobo has more than 25 years of executive management experience and proven expertise in developing and bringing medical devices to market. As founder and CEO of Cerenetex, Mr. Bobo has guided the company through its early-stage development of a novel technology for stroke detection. Before Cerenetex, he was CEO of InnerSpace Neuro Solutions, a company he co-founded where he led the campaign to raise \$10 million in Series A funding to develop and launch the commercialization of Hummingbird Neuromonitoring products. Before InnerSpace, Mr. Bobo held key management positions with CardioVention, Guidant, and Cardio-Thoracic Systems, a pioneer in beating heart surgery. Mr. Bobo has a B.S. in Economics from the University of Utah and an MBA from the University of Phoenix.





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Together we'll go far





## 2020 Innovator of the Year Award Nominees

### Cosemi Technologies Inc., Irvine

*Nguyen Nguyen, President & CEO*

Dr. Nguyen is the founder and chief executive officer of Cosemi Technologies, Inc., a global leader in innovative high-speed connectivity solutions. Cosemi Technologies enables high-speed interconnectivity with hybrid active optical cables. Cosemi was bootstrapped as an optical-components startup in Southern California in 2006 with headquarters in Irvine. It successfully sold this line of business to Broadcom in February, 2017. Dr. Nguyen drives Cosemi's business model and value proposition, which integrates technical know-hows and design-for-manufacturability that enables a hybrid active optical cable technology platform to users for ultra-high speed and long-length connectivity. Cosemi brings optical connectivity to the enterprise and consumer applications.



### David Meltzer Enterprises, Irvine

*David Meltzer, Founder*

David Meltzer, the co-founder of Sports 1 Marketing has seen his personal brand skyrocketing in recent months, in large part due to his understanding of traditional and digital marketing. Meltzer is a three-time international best-selling author, a Top 100 Business Coach, the executive producer of Entrepreneur's #1 digital business show, Elevator Pitch, and host of the top entrepreneur podcast, The Playbook. Apart from the many accolades that he has earned recently, such as being named one of the Best Employer in Sports 2019 by Front Office Sports, a Top 100 Business Coach by renowned executive coach Marshall Goldsmith or being recognized at the Super Bowl as the MVP (Most Valuable Philanthropist), one of his biggest successes has come from his new training program, The Road to Revenue. Inspired by the weekly training sessions that Meltzer has held in-person at his office for more than 20 years, he has been virtually hosting tens of thousands of people every Friday, providing pragmatic and inspirational advice during trying times. He has also launched a private coaching program, which has quickly grown to a community of hundreds of entrepreneurs.



### Everguard, Irvine

*Sandeep Pandya, Chief Executive Officer*

Sandeep Pandya is CEO of Everguard, an AI joint venture, backed by Boston Consulting Group Digital Ventures and SeAH Global Inc, a global steel conglomerate. Everguard's mission is to make the world's industrial environments safer with machine learning/computer vision solutions, and to drive a paradigm shift in safety from reactive to proactive approaches. Prior to Everguard, he served as president of Netradyne, a startup focused on commercializing machine learning/computer vision innovations in the areas of Autonomous Vehicles, HD Mapping, and Fleet Telematics. Prior to Netradyne, he served as vice president of product management at Qualcomm, Inc. During his time at Qualcomm, he was instrumental in driving the introduction of more than two dozen of Qualcomm's leading Snapdragon smartphone and 3G/4G IOT baseband chipsets.



### Extraordinary Lives Foundation, Mission Viejo

*Mara James, Founder & CEO*

Mara James is the driving force behind the Extraordinary Lives Foundation. Originally from New York, Mara relocated to California with her husband, Kenneth, and three children in 2007. They established Kenneth's OBGYN practice and for seven years Mara ran the busy office. In 2014, at age of 48, Mara experienced a severe manic episode and was diagnosed as bipolar. Mara and Kenneth had already been dealing with mental struggles in their family as they have a child who has Autism Spectrum Disorder and ADHD. Mara sought help wherever she could find it and will be forever grateful to her psychiatrist and the many gifted healers who helped guide her back to mental health and wellbeing. The magical gift that has emerged from her battle is a determination to encourage prevention and early diagnosis of mental challenges in children and encourage parents to explore holistic options as well as traditional medicine. In 2018, Mara wrote the children's book "The Power of Piggie Bear," to help children identify and manage their emotions in a fun and mindful way.



### Eyedaptic, Laguna Hills

*Jay Cormier, CEO*

Jay Cormier is CEO of Eyedaptic, founded in 2016 with the mission of revitalizing the quality of life for people with AMD (Age related Macular Degeneration). This is one of the biggest unmet needs in eye care today with over 150 million people worldwide affected and no existing cure or therapy. AMD leads to a loss of central vision which makes many simple everyday tasks like reading a bill or locating an item in the grocery store difficult and at times impossible. Together with the cofounders, bringing deep technology backgrounds along with ophthalmology retina specialists, the team set forth to use augmented reality (AR) with embedded natural vision software to accomplish this goal. After three years, working with nearly 100 patients, a successful clinical study and hundreds of hours of beta usage, Eyedaptic's first product debuted on the market at the end of 2019. A strategic partnership was formed with the world leader in low vision aids in March 2020 to help drive the product expansion throughout the USA, and the world.



### FundingShield LLC, Newport Beach

*Ike Suri, Chairman & CEO*

Ike Suri is the CEO and chairman of FundingShield, a market leading Fin-tech company providing innovative solutions to prevent wire-fraud, title fraud and mitigate risk in the mortgage industry. He is currently the CEO of Pelican Point Investment Group and Pelican Point Media. He is co-founder of and has been the president of Options Group, chairman of the Finance Committee, co-chair of the Operations Committee. Suri has served as a CEO, chairman, board member,



investor and advisor to private and public companies and continues to invest-in and advise companies as an Advisor or a Principal. Suri is a "serial entrepreneur" and founding charter member of the IndUS Entrepreneurs (TiE -South Coast, CA). He serves as an advisory board member to other media-tech, media, consumer-centric organic-wellness based companies. He has served as a board member of Trilennia Group, a mid-market merchant banking firm and currently is a member of the Turnaround Management Association (TMA). Suri is a member of the MBA Risk and Fraud Committee and Member of the Forbes Business Council.

### GABA Therapeutics Inc., Newport Beach

*Oliver Dasse, VP Chemistry*

GABA Therapeutics is developing an anti-anxiety medication with the efficacy of Xanax and Ativan (top selling benzodiazepines) but non-addictive with little to no side effects. By contrast, benzodiazepines are highly addictive with serious side effects, often causing mortality. In 2016 - Dr. Olivier Dasse improved a safe and effective European anxiety medication by a pharmaceutical process called deuteration. This process improved the compound's metabolism, resulting in a lower required dosage from 3/day to ~1/day. This novel process enabled composition of matter patent protection until 2036, paving the way to develop and introduce the safe and effective drug into the US and worldwide. In 2019 - GABA Therapeutics raised up to \$15.5 million to begin developing the compound and to IPO within 24 months. The company also assembled a world leading Scientific Advisory Board that is keen to help make this safe and effective drug available to the world one day.



### Global Telecom, Irvine

*Ahmad Malkawi, CEO & Founder*

Ahmad Malkawi has 20 years of experience in the mobile/wireless industry for huge names like AT&T, Sprint and Qualcomm. He founded Global Telecom to address a major gap in the development of modules - the "brains" at the heart of every smart device (from your iPhone to your Roomba and your Nest to your car). Global Telecom is the only U.S. manufacturer of these devices at a time when China has rapidly taken nearly 70% marketshare in recent years. His emphasis on homegrown technology with elite security (a special form of blockchain that keeps foreign entities out of your computer systems) has proven to be very prescient. These "driverless" and "host-less" modules just earned him a second U.S. patent, which was awarded in May 2020. And with 5G finally becoming a reality across the globe, analysts predict the number of modules in our homes and offices to jump by at least 10 fold in the next five years. Malkawi has positioned this company to takeoff with big name partners and proprietary technology that's second to none.



### Golden State Foods, Irvine

*Bob Wolpert, Corporate Senior Vice President, Chief Strategy & Innovation Officer*

Bob Wolpert is the chief strategy and innovation officer at Golden State Foods (GSF) - a global company with food processing and logistics services supporting more than 100 leading brands from its 50+ locations on five continents. Wolpert's work focuses on supply chain digital innovations that use blockchain, IoT and AI technologies. He champions GSF's strategic planning process and represents GSF on the IBM Food Trust Ecosystem Advisory Council serving as chair of the Council, further fostering GSF's ongoing commitment to innovation. Golden State Foods (GSF), one of the largest diversified suppliers to the foodservice and retail industries, is known for its high-quality, high-volume products and innovation, as well as excellent customer service. For context, GSF feeds five billion people every day. The company operates with an unwavering pursuit of innovation within a complex supply chain.



### INBRACE, Irvine

*Dr. John Pham, CEO & Co-Founder*

John Pham DDS, MS is a researcher, three-time entrepreneur, team builder, former aerospace engineer and practicing orthodontist. His research is featured in numerous cover articles in the American Journal of Orthodontics and the Journal of Clinical Orthodontics, and he frequently speaks on cutting edge technology topics at industry association meetings, orthodontic conferences and residency programs. As CEO and co-founder of INBRACE, Dr. Pham is leveraging his years of research and orthodontic practice experience to transform the industry with an invisible, healthy, patient-friendly solution for a great smile. With his mentor, research partner and INBRACE inventor Dr. Hongsheng Tong, the two founded INBRACE in 2012 and incorporated in 2014. By 2018, the company had secured \$26 million in venture funding, moved to a new office location in Irvine, tripled manufacturing capacity and grew to more than 80 employees. Today, Dr. Pham and INBRACE are focused on product refinement and infrastructure buildout in preparation for sustainable, long-term growth. Employee headcount has surpassed 90 as INBRACE expands customer acquisition, training, customer support and marketing resources.



### inVibe Labs, Costa Mesa

*Fabio Gratton, Co-Founder & CEO*

When inVibe Labs launched in 2013, the company's goal was to be an agile, healthcare market research platform, eliminating the numerous friction points associated with traditional qualitative research. But inVibe soon evolved into a company that could help organizations better understand their customers by analyzing their voice. This transformation started when inVibe developed a novel, automated voice-interview platform, and set out to develop an industry-first speech-emotion recognition algorithm that could analyze the unique acoustic biomarkers found in those recorded interviews. inVibe's Speech Emotion Recognition (SER) algorithm tracks shifts in the voice, measuring





## 2020 Innovator of the Year Award Nominees

physiological changes prompted by stimuli and reactions. Combined with sociolinguistic analysis, inVibe decodes these signals to reveal the underlying emotions encoded in speech. inVibe is currently the leading provider of voice research solutions for life sciences companies; a full-service voice research company that helps healthcare organizations gain actionable insights by unlocking the signals in the human voice.

### Kareo, Irvine

*Dan Rodrigues, CEO*

In 2004, entrepreneur Dan Rodrigues identified a market that's critical to the American healthcare system and significantly under-served by technology advances - independent healthcare practices. To meet that need, Rodrigues founded Kareo in 2004 with the vision of making medical billing and practice management easy for doctors in these practices. Since then, Kareo has become the leading cloud-based clinical and practice management software platform focused on this market segment, helping over 55,000 healthcare providers in more than 45 specialties and all 50 states. Kareo is headquartered in Irvine, Calif. and has over 450 employees who are passionate about improving healthcare. The Kareo software platform is the first in the industry to help independent practices find and engage patients, deliver and manage patient care, and bill and get paid from insurance companies and patients, all in one complete and integrated web and mobile application. Kareo has received extensive industry recognition, including the Frost & Sullivan Customer Value Leadership Award, Deloitte Technology Fast 500, Inc. 5000, Gartner's Software Advice Leader Quadrant, and Black Book #1 Integrated EHR Vendor.



### METAseismic, Irvine

*Dr. Noemi Bonessio, CEO & Founder*

Dr. Noemi Bonessio is the founder of METAseismic, an award-winning company that she founded to create novel metamaterials for the seismic protection of objects, buildings and infrastructure. She recently received the prestigious SBIR Phase I and Phase II awards from National Science Foundation. She authored more than 50 peer-reviewed papers and technical reports in the areas of mechanical metamaterials, additive manufacturing and seismic resilience of infrastructure. Her experience spans between structural engineering, material science, earthquake engineering and business development through collaboration with local, national and international organizations (e.g. National Science Foundation, United Nations Agency ITC/ILO, European Community, California Transportation Department), academic institutions and industry around the world. Dr. Bonessio was previously an assistant project scientist in Mechanical and Aerospace Engineering at the University of California, Irvine, a postdoctoral scholar in Structural Engineering at the University of California, San Diego, and a research affiliate at the Caltrans Seismic Response Modification Device testing facility.



### Modulim, Irvine

*David Cuccia, Chief Technology Officer & Founder*

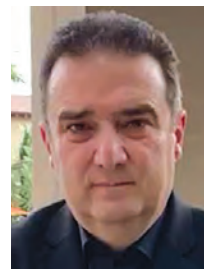
Modulated Imaging (MI) Inc. is a medical device company originally spun out of the Photonic Incubator in the Beckman Laser Institute and Medical Clinic (BLI) at UC Irvine. Dr. Cuccia founded Modulated Imaging to develop optical technologies that will impact a number of clinical problems in the diagnostic and therapeutic monitoring sector, particularly prediction, staging and monitoring of chronic wounds. To date, Dr. Cuccia and his team have successfully raised approximately \$20 million in grant and private investment capital to develop the company, which includes a \$7 million first close of B-round funding in December 2018. Recently, Modulated Imaging received 510(k) FDA clearance for Clarifi, a quantitative, non-contact optical device for wide-field imaging of subsurface circulatory compromise, and aimed at helping Diabetic patients avoid complications such as chronic wounds and resulting amputations.



### MOVABOWL, San Clemente

*Jay Akar, Owner*

Jay Akar has been working in the ADA Accessibility industry since 2003. During his career, he has designed and constructed thousands of home modifications to make homes more accessible for people with disabilities. From his many years of experience working with disabled and aging clients, he noticed a great need for a solution to make it easier to use the toilet. Many clients had trouble getting to the bathroom due to physical mobility issues or accessing the bathroom due to narrow hallways and doorways. This need inspired the idea of bringing the toilet out of the bathroom to where the disabled person is located. Akar has experience and knowledge from thousands of patients that he has helped; which has allowed him to learn what people need and how they live with disabilities. This information is very valuable when trying to determine what will help people, what will help caretakers, and what the real life factors are that have to be evaluated and integrated into the design of an accessibility product like Movabowl.



### Movandi, Irvine

*Reza Rofougaran, Co-CEO & CTO*

Reza Rofougaran is CTO, co-CEO and founder of Irvine-based 5G mmWave startup, Movandi. He is a leading pioneer, engineering executive, and entrepreneur in wireless system design. Prior to Movandi, Rofougaran was co-founder of Innovent Systems in 1998 sold to Broadcom, and is one of the top ten patent holders in the U.S. and top twenty patent holders in the world. Rofougaran is a Fellow of IEEE and Broadcom and was influential in starting and building the wireless business at Broadcom that shipped in excess of 1.5 billion radios per year. Rofougaran holds over 800 issued patents. Through



## Congratulations on the nomination, Dan!

Kareo employees would like to congratulate you on being an Innovator of the Year nominee. This nomination highlights Kareo's track record of innovation as the leading cloud-based medical technology platform for independent practices. Through your leadership Kareo is changing the status quo in health care.



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## 2020 Innovator of the Year Award Nominees

Rofougaran's leadership, Movandi was named to the coveted 2020 CNBC Disruptor 50 list, a collection of the most innovative and game-changing private companies shaking up the business landscape and forcing incumbents to react and change. The CNBC Disruptor 50 accolade follows Movandi's recent news of partnering with Verizon to expand 5G mmWave coverage, and recognition as a CNBC 2019 Upstart 100, Global Semiconductor Alliance (GSA) Startup of the watch, Fast Company 2020 innovative startups to watch and one of the most disruptive technologies in 5G.

### Nextworks Strategy-ENP, Irvine

Scott Hamilton, CEO

Nextworks Strategy, the growth advisory division of the Executive Next Practices Institute, is at the forefront of helping OC enterprise level organizations innovate and excel in these challenging times. They have helped hundreds of small to large market private and public organizations to build their internal capability to innovate, uncover new value propositions and develop competitive differentiation via "next practices". Nextworks Strategy has been at the forefront of enhancing the value of virtual strategic planning and leadership effectiveness via digitization, new communication methods and workforce alignment. Hamilton and his Nextworks Strategy teams have helped hundreds of organizations improve not only how they change in today's turbulent environment, but also explore multiple future scenarios for revenue growth and job creation. Recent projects include the alignment of one of OC's largest private companies to a new internal performance management process to better focus internal resources for ROI. Hamilton has been instrumental in helping CEOs of declining sectors like printing, hospitality and travel pivot and move in more profitable arenas. Nextworks Strategy has also supported the rapid growth of emerging companies in healthcare, med tech and IT integration.



### OPKIX, Costa Mesa

Lawrence Greaves, CEO

Splitting his formative years between London and Johannesburg, Opkix co-founder and CEO Lawrence "LG" Greaves first made his mark on the business world upon settling in Southern California during 2005. He planted roots in Orange County at the age of 22 and started a consulting firm that would be acquired by a national firm. Elected to the company's leadership team, he stood out as the youngest leader in the firm's history. 2008 saw him co-found ETONIEN at 25-years-old. The financial consulting practice specialized in assisting pre-IPO companies with accounting, planning, budgeting, and forecasting, while also serving private equity firms and Fortune 500 companies by restructuring management. ETONIEN blossomed into a respected national firm that hired over 800 employees since its inception with offices all over the U.S. As ETONIEN achieved success, his entrepreneurial spirit drove him to become a board



advisor and shareholder for various businesses as well as an active venture investor whose portfolio encompasses technology, hardware, real estate, bio-technology, and more. Adept at augmenting revenue growth, marketing, capital formation, and fundraising, he started as one of the first three investors and assumed the role of C.E.O. for Opkix in 2016, raising a seed round of \$675K at a \$10 million valuation as well as a Series A of \$5.4 million at an \$88.5 million pre-money valuation.

### PrescribeWellness, a Tabula Rasa HealthCare solution, Irvine

Farah Madhat, PharmD, MA, Executive Vice President, Pharmacist Providers Division

Farah Madhat, PharmD, MA, is executive vice president of PrescribeWellness (PW), a Tabula Rasa HealthCare solution. Dr. Madhat leads the expansion of clinical services into community pharmacies, ensuring operational and clinical success. Under Dr. Madhat's leadership during COVID-19, PW has facilitated over 2.2 million text and phone communications, enabling pharmacies to engage patients in need with notifications of specialized services, home-delivery solutions, and medication availability. Her customer-driven leadership prowess is evident in organizational successes such as PW's recognition as the 2019 Service Vendor of the Year by supermarket chain H-E-B. Previously, Dr. Madhat served as Director of Pharmacy Audit and Regulatory at UnitedHealth Group, identifying trends in Fraud Waste and Abuse. At Target Corporation, she led acquisition development in retail pharmacy, pioneering a new role at the organization to improve healthcare quality nationwide. Dr. Madhat completed her Master's in Diplomacy and International Commerce with a focus on macroeconomics, security defense, and nation-building; a Doctorate in Pharmacy at the University of Kentucky, and further business training at Stanford University. Dr. Madhat is a registered pharmacist with the Board of California.



### Prodoscore, Irvine

Denise Hazime, Founder

A native of the Detroit Metro area, Denise Hazime is a first-generation American, and was determined to not let stereotypes for women in her culture affect her. She attended the University of Michigan and Wayne State University, then went on to Detroit Mercy Law School. She decided to leave her job after expecting a child and went on to partner with her husband on two tech start-ups that eventually sold to publicly-traded companies. These experiences led her to look for ways to make business more efficient, which led to her current startup, Prodoscore, an employee productivity tool for the remote and in office workforce. In 2015, Hazime sold her first technology startup to a publicly-traded company that combined communications with CRM. The following year in 2016, she sold another cloud-based services business to another publicly traded company in the publication media business. She has published two books by national publishers, Penguin Books and Callisto Media,



**Congratulations,**  
**Mouna EL KHATIB**  
**and**  
**AONDevices, Inc**



## AONDevices, Inc

AONDevices (AON) was founded in June 2018 and has offices in EvoNexus' facilities in Irvine and San Diego. AON's Application Specific Edge AI processors are based on a proprietary neural network architecture that delivers high accuracy data processing for different sensors at ultra-low power.

Unlike general purpose processors, DSPs and dedicated processors that rely on third party AI algorithms, AON's processors optimize accuracy at ultra-low power by embedding proprietary, use-case specific neural network architecture and integrating tuned inference algorithms. AON processors are supported by a unique data augmentation tool that streamlines training and enhances accuracy.

AONVoice™ is the first in a family of application specific edge AI processors the company is developing. AONVoice™ is optimized for processing microphone data for applications including voice and sound recognition. Benchmarked against competitive offerings, the AONVoice™ delivers best-in-class recognition in real-world ambient noise conditions at the lowest power. The company is expanding its family of application specific edge AI processors to support other sensor categories.

AONDevices self-funded its initial development effort together with a little capital from Industry veterans. Once AONDevices developed its Application Specific Edge AI processor architecture and demonstrated the best-in-class performance and power dissipation solutions, we selectively engaged with customers in projects that use our solution. In essence, these customers have helped fund our ongoing operations and represent a high-volume recurring revenue opportunity in the near future.

[www.aondevices.com](http://www.aondevices.com)

Contact: [info@aondevices.com](mailto:info@aondevices.com)



## 2020 Innovator of the Year Award Nominees

and one was even recognized by The Wall Street Journal. Hazime is currently developing her third technology startup, Prodoscore.

### Rallio, Irvine

*Chuck Goetchel, CEO*

Rallio provides a complete social media ecosystem - so that manufacturers, corporate brands and their locations, employees and even customers can share social media content to build a meaningful local community, share experiences and drive local business. Rallio is the only social media platform that engages all parties from manufacturers to customers in order to generate the most engaging, most visible and most impactful social presence possible for brands and businesses. Rallio has further expanded with its Rallio Local division to provide agency-style support and strategic services to help locations manage their online reviews, advertise on social platforms, and grow both their social media following and overall local engagement. Rallio's Employee Advocacy program further lifts clients' overall reach and customer engagement. In September 2018, Rallio was named one of three top finalists at the OCTANE High Tech Innovation Awards competition for Outstanding Emerging Technology. In addition to this nomination, Rallio has earned a spot in the ranking of Top Franchise Suppliers by Entrepreneur magazine in 2018 and 2019, a spot on the Inc.com Fastest-Growing Regional Companies list, and a spot on the Entrepreneur 360 listing.



### Revive, Irvine

*Dalip Jaggi, Co-Founder*

Dalip Jaggi has been recognized as an active entrepreneur filled with high-energy, passion, and new ideas. He kicked off his career as the founder of Devise Interactive, a brand-focused, engineering studio. Leading a team that concentrated on helping entrepreneurs & companies with their early-stage concepts & innovations. The agency was acquired at the end of 2018 by an international public-traded company, Vincit. Jaggi is professionally driven by tech-centric solutions that are built for a purpose. He is the co-founder of Revive, a creative real-estate financing company designed to empower agents. Jaggi's interest in philanthropy has led him to be the co-founder of Forge54, a nonprofit organization and has taken positions as president at OC Tech Happy Hour.



### Scanwell Health, Anaheim

*Stephen Chen, Founder & CEO*

Stephen Chen is the founder and CEO of Scanwell Health. With over 20 years of experience in diagnostics, Chen is making healthcare quick and easy by developing smartphone enabled, at-home medical tests. Scanwell's first test came to market in 2019 and is the only FDA-cleared, over-the-counter urine testing app for UTIs. Now, Chen and his

team have turned their focus to the COVID-19 pandemic. Scanwell is seeking emergency use authorization from the FDA for an at-home antibody test that detects previous exposure to the virus that causes COVID-19. The test will allow people to test themselves from home and receive results in real time. Currently, the test is being used in a research study with Oracle and Wake Forest Baptist Health. Prior to Scanwell, Chen founded Petnostics, which offers at-home urine test products for pets. He pitched Petnostics on Shark Tank, receiving a deal from Kevin O'Leary and Lori Grenier. Stephen attended the University of Michigan and Harvard Business School.



### Ship & Shore Environmental Inc., Signal Hill

*Anoosheh Oskouian, President & CEO*

Anoosheh Oskouian is president and CEO of Ship & Shore Environmental, Inc., a Long Beach, California-based, woman-owned, certified business specializing in air pollution abatement, capture, and control solutions for industrial manufacturers. Ship & Shore helps manufacturers and essential businesses meet air quality and environmental challenges by providing customized energy-efficient air pollution abatement systems for various industries, resulting in improved operational efficiency and tailored "green" sustainable solutions. As its only female CEO, Oskouian is unique within the environmental industry. She has more than twenty years of experience in industrial and commercial project construction of a wide range of clean air technologies and combustion equipment such as Thermal Oxidizers. During her impressive career, Oskouian has mastered air pollution abatement, waste heat recovery, energy consumption reduction and fabrication of integrated green solutions. Oskouian's in-depth process knowledge and expertise provide the foundation for engineering and designing superior, innovative and efficient equipment, along with reliable technologies that help clients collect and reduce and/or eliminate air pollution emissions within environmentally acceptable guidelines.



### Smart Cups, Mission Viejo

*Chris Kanik, CEO & Founder*

Chris Kanik is the CEO and founder of Smart Cups, a sustainability-driven technology company achieving the world's first printed beverage. Born and raised in Union City, New Jersey, Kanik's creative and entrepreneurial spirit can be directly attributed to being the first generation born of immigrant parents. Having experienced first-hand the struggles and inequalities that exist among socio-economic classes, Kanik has always been drawn to disrupting the status quo and designing better solutions to systems. He first entered a lab at age 12 to study the chemical degradation of aspartame in diet sodas over extended storage periods at room temperature. At 14, he joined a research team in the



## SEEKING INVESTOR

U.S. PATENT  
NO. 9,422,705 B2



**MOVABOWL®**

MOVABOWL is the world's first movable and flushable toilet. This US PATENTED innovation will revolutionize the healthcare industry by rolling the toilet out of the bathroom and bringing it next to the bedside of patients with disabilities, obesity, illnesses, and various mobility problems. After the toilet is used, it is rolled back into the bathroom and all the waste is flushed away like a standard toilet. This product will be useful in hospitals, nursing facilities, homes, and anywhere elderly or disabled patients are cared for. The baby boomer generation of 75 million in the United States will soon overpopulate all healthcare facilities forcing families to provide home care. This innovation will make it easier for families to take care of loved ones. This innovation will also help hospitals and nursing homes by reducing falls that often occur while patients are going to the toilet. Nurses will save time and effort when helping patients use the toilet. This solution increases sanitation by eliminating the handling of waste. In addition, the patient's quality of care is increased by not only making it easier to use the toilet but the dignity factor is also improved when they use a real toilet instead of other traditional toileting methods.

At this stage, this project needs an investor to provide funds for manufacturing and marketing so that this product can be taken to the market. Please see the website and watch the presentation video at: [www.movabowl.com](http://www.movabowl.com).

To further explore this opportunity, please contact:  
**Jay Akar, Owner 949-456-9992** or Email: [jayakar@cox.net](mailto:jayakar@cox.net)

# Eyedaptic®

### How much of a problem is low vision?

More than 250 million people are affected by retinal disease globally. Age Related Macular Degeneration (AMD) alone impacts more than 170 million people. This has created a huge unmet need for patients searching for an easy to use and adaptive visual aid solution. Compromised vision can have a detrimental impact on quality of life, often leading to loss of independence.

### What role does Eyedaptic technology play?

With vision disorders such as AMD, the central field of vision is missing, making the simplest of tasks a monumental challenge. Eyedaptic uses proprietary software technology, embedded in specialized Augment Reality (AR) glasses, to enhance and optimize the user's remaining field of vision. Because it is worn as eyewear, it is mobile and does not limit movement and is useful across a wide variety of daily tasks.

Learn more at: [www.Eyedaptic.com](http://www.Eyedaptic.com)





## 2020 Innovator of the Year Award Nominees

Nutritional Sciences Department at Rutgers University to study adipocyte metabolism in adipocyte fatty acid binding protein (A-FABP) knockout mice (aP2-/-) after short-term high-fat feeding. His work contributed to the discovery of a functional compensation by the keratinocyte-FABP. From there, Kanik went on to join a research team working on a NASA-funded project developing biologically based nano-robots at Rutgers in the Department of Mechanical and Aerospace Engineering.

### Smart Energy Water (SEW), Irvine

*Deepak Garg, Founder & CEO*

Deepak Garg is the founder, chairman, CEO of Smart Energy Water (SEW). SEW was founded in 2012, under the guidance, vision, and leadership of Deepak. Each SEW Platform is a category leader- with a robust technological foundation, delivering tangible and intangible benefits for the clients. Deepak has been leading the development and execution of long-term strategies for SEW, with the goal of increasing shareholder value. With this in mind, all of SEW's platforms leverage next-gen technologies such as Artificial Intelligence, Machine Learning, IoT to power customer and workforce experiences. The scalability of these platforms ensures that it connects billions of people with energy and water providers. Driven by Deepak's stellar vision, SEW has navigated across geographies to serve energy and utility companies in over 18 countries. It is his passion and dedication that is reflected in the 600 employees of SEW, who are working towards a movement - building a sustainable future, together.



### SmartBug Media, Irvine

*Ryan Malone, Founder & CEO*

Ryan Malone is the founder and CEO of SmartBug Media®, a leading Intelligent Inbound® marketing agency that was founded as a 100% remote business model in 2008. Employing 85 professionals from 32 states, the company's remote model has proven to be wildly successful, enabling it to recruit top talent who are passionate about their job and committed to the zest of their lives without geographic constraints, resulting in a high-retention business, and providing its customers with uninterrupted service during the global pandemic. Based out of Irvine, SmartBug® assists businesses in generating leads, increasing awareness, and building brand loyalty through inbound marketing, digital strategy, design, marketing automation, and public relations. The company has not only been named to the Inc. 5000 list of fastest-growing companies four years in a row, but it has also been named to the Adweek 100: Fastest Growing Agencies list and won a number of Great Place to Work® and Comparably awards for workplace culture, hundreds of awards for client work, and is the highest-rated HubSpot partner in the world.



### South Coast Community Services, Mission Viejo

*Scott McGuirk, CEO*

Prior to joining South Coast Community Services (SCCS), Scott McGuirk had a successful consulting practice. Among the specialties of his business was turnarounds. By 2006 SCCS had experienced several years of significant losses, with no end to their problems in sight. SCCS hired McGuirk for what seemed to be an impossible turnaround, but miraculously the turnaround succeeded. Since then SCCS has continued to grow from year 2006 when they had 100 employees serving 100 patients with a \$5 million operating budget and a net operating loss of \$800,000, to almost 500 employees serving about 10,000 children, youth, adults and their families each year. Last fiscal SCCS grossed about \$35,000,000 million with a positive net income. Under McGuirk's leadership SCCS has become known for its solid fiscal management and high tech approach to services. SCCS was one of the early agencies to adopt a mobile workforce model using laptops and electronic medical records.



### SYSPRO USA, Costa Mesa

*Geoff Garrett, Chief Executive Officer*

Geoff Garrett is chief executive officer of SYSPRO USA and has over two decades experience in digital business, software, corporate strategy, customer experience, sales performance, and sales enablement. Garrett joined SYSPRO in 2016 as a specialist provider of sales performance improvement solutions and was later appointed chief sales officer. Within this role, he was imperative in the development of SYSPRO's new channel Program, PartnerUP, led the global corporate growth strategy, and continued driving the global sales transformation in both direct and channel sales at SYSPRO. This involves all aspects of sales for all key regions including Africa, Asia Pacific, Canada, Europe, and the Americas. Following the success of this endeavor, he was named CEO of SYSPRO USA, SYSPRO's flagship region located in Southern California. Under Garrett's guidance, the company has been on the receiving end of several prestigious awards and rankings for technology, leadership, and its partner program, PartnerUP. Garrett was recently named one of the "30 Best Leaders to Watch" by The Silicon Review, and one of the "Top 10 Entrepreneurs of 2019" by Industry Era.



### Tagnos, Aliso Viejo

*Neeraj Bhavani, Founder*

Neeraj Bhavani founded Tagnos which improves the patient journey inside the hospital using IoT and AI. He has raised over \$10 million for Tagnos through VCs, corporate investors (Honeywell, Zebra, Cisco) and angel investors. He has taken Tagnos through

# tarsus



## Congratulations

**Bobak "Bobby" Azamian, MD, PhD**

"We founded Tarsus with a mission to launch the first-ever therapeutic for Demodex blepharitis and deliver our product pipeline for other important diseases."



Learn more about what Tarsus is doing in eye care, right here in Irvine, CA.

[www.tarsusrx.com](http://www.tarsusrx.com)



## 2020 Innovator of the Year Award Nominees

EvoNexus and Cisco EIR program. Bhavani is a recognized expert in wireless healthcare and workflow automation; holds several patents in the space. He has served as Sponsorship Chair on the board of the Healthcare Information and Management Systems Society (HIMSS) Southern California Chapter and served as co-Chair for EvoNexus IoT group. Bhavani is also past President of TiE (The Indus Entrepreneurs) SoCal chapter where he founded a virtual incubator called TiE SoCal Labs. Prior to founding TAGNOS, he served in management consulting and IT leadership roles at Kaiser Permanente, IBM, Amgen, Blue Shield and THQ Wireless. Bhavani earned a Master's degree in Computer Science from BITS Pilani (India) and an MBA from UCLA Anderson School of Management with an emphasis in Finance and Entrepreneurship.



### Tarsus Pharmaceuticals, Irvine

*Bobak Azamian, M.D., Ph.D., CEO*

Dr. Azamian is a life sciences entrepreneur creating novel therapeutics that have a substantial impact in human diseases. He has co-founded and built three companies advancing pioneering chronic disease treatments; provided leadership and strategic guidance through discovery, development, and commercialization; and raised over \$150 million from institutional investors and corporate partners. Currently, Dr. Azamian is CEO of Tarsus Pharmaceuticals, a clinical-stage biopharmaceutical company, where he has built a local team around a novel product and secured financing from leading OC-based VCs to advance it through Phase 2 trials. He previously served as CEO and chief medical officer of Metavention. He also serves on the Board of Vibrato Medical and the nonprofit Octane. Dr. Azamian began his biotechnology career as an investor and entrepreneur with Versant Ventures and Third Rock Ventures and was previously a resident and then attending hospitalist at Brigham and Women's Hospital. He received an MD from Harvard Medical School (Harvard-MIT Health Sciences and Technology), a PhD in Chemistry from Oxford University as a Rhodes Scholar, and a BA in Physics from Rice University.



### The Development Partner Institute, Laguna Niguel

*Peter Bryant, Co-Founder & Board Chair*

The Development Partner Institute's (DPI) mission is to radically improve the social, environmental and economic outcomes of all stakeholders involved in resource developments globally. This mission has the most significant impact on those communities, many of whom are impoverished, close to such developments. The DPI was formed to continue the innovative work catalyzed and incubated by the Kellogg Innovation Network (KIN) at the Kellogg School of Management. It is



supported by leading companies including Anglo American, Exxaro Resources, Barrick Gold, and Hatch. The Development Partner Approach is the foundation of the DPI and will guide all its activities. The three core pillars outline principles to create sustainable development, ongoing collaboration and long-term value-creation. It was co-created by a diverse set of stakeholders including leaders from Oxfam, RTI, First Nations, The Vatican and Church of England, Schneider Electric, GE and many more. KIN began its journey in 2012 by convening a group of leaders from mining companies, suppliers, academia, indigenous people, nonprofits and government to create a platform of ongoing collaboration. It has received global attention for its groundbreaking approach, including a silver medal in the prestigious Edison Awards' Collaborative Innovation category. The CEO of the Ford Foundation unveiled the initiative at the Ford Foundation opening in 2015, with over 100 leaders from business, NGO, government, faith groups, investors, academia, indigenous, and community organizations in attendance.

### The Strength Co. LLC, Costa Mesa

*Grant Broggi, Owner & Founder*

Faced with the crisis of a pandemic, United States Marine Corps Reserve Captain Grant Broggi was forced to change his business model. The Strength Co. is a strength training gym with locations in Costa Mesa and Villa Park. When ordered to close his doors, Broggi needed to adapt and overcome to keep his staff employed. He started by giving away gym equipment to members. Zoom coaching replaced live barbell instruction. The Strength Co. now served customers internationally. Hardworking people saw the need to get strong, stay strong, and survive this global pandemic. Public gyms closed, so the demand for strength training equipment skyrocketed. The Strength Co. started crafting wooden benches and racks with free online instructions. Soon, they were manufacturing steel racks and procuring weights from bulk suppliers. They are now producing steel iron plates out of a foundry in Waupaca, Wisconsin: an American-made product that has been gone since the 1970s. Because Grant's operations grew, he hired unemployed workers. The Strength Co. took on a different form but lived up to its namesake.



### The Wooden Floor, Santa Ana

*Dawn Reese, Chief Executive Officer*

Dawn S. Reese, CEO of The Wooden Floor, is a social innovator who leverages her unique blend of experience in business, technology, and the arts to propel young people forward. During Reese's 11-year tenure, the organization's budget has grown from \$2.1 million to \$3.4 million and has expanded its model both locally, and nationally to Washington, DC. Two campus locations in Santa Ana serve nearly 500 children afterschool over a 10 year journey, and 100% of its graduates



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## 2020 Innovator of the Year Award Nominees

enroll in higher education. In response to Covid-19, Reese formed the OC Nonprofit CEO Forum to gather leaders to discuss business issues facing their organizations. Reese received the 2019 Women Breaking Barriers Award, 2018 Founders Award - Institute of Community Impact, and the 2016 Award for Executive Leadership for Innovation - CSUF Center for Leadership. Dawn serves on the Boards of OneOC, OC Music and Dance, Passkeys Foundation and the Santa Ana Chamber of Commerce.

### **Titan Health & Security Technologies Inc., Newport Beach** *Vic Merjanian, Founder & CEO*

Vic Merjanian is founder and CEO of Titan Health & Security Technologies, Inc., a tech company dedicated to making the world a safer place. Titan HST provides integrated software and hardware solutions to all sectors ranging from sports & entertainment, to hospitality, education, and more. Designed to provide immediately accessible, reliable and comprehensive 2-way mass communication, Titan HST's patented technology reduces response times by an average of 50%+ and allows for continued communication even when networks are down. Empowering clients with Titan HST's next-gen technology allows sites to minimize damage to property, injury and most importantly loss of life during emergencies. Amid the widespread COVID-19 pandemic, Merjanian has continued to innovate. The launch of tMed in the spring of 2020 provided a secure and simple method for medical providers to continue seeing patients when they otherwise would have had to shut down. The recent launch of Titan HST's COVID-19 features is helping organizations reopen safely and reduce the spread of infection. The solution includes health pre-screen, 2-level contact tracing, population density monitoring, and sanitization confirmation.



### **University of California, Irvine, Irvine**

*Michael Dennin, The Vice Provost for Teaching and Learning/ Dean of Undergraduate Education*

Michael Dennin has contributed significantly to many milestones at UCI, but most recognizably is his ability to popularize science and bring active learning environments to higher education. Last year he launched UCI's Office of the Vice Provost for Teaching and Learning (OVPTL). The division has sparked updated academic programs, exciting community partnerships and national outreach like never before, resulting in a number of recognitions for UCI embracing student diversity and college access. In the past year Dennin has created many opportunities for milestones including: building the Anteater Learning Pavilion, creating the Active Learning Institute, creating a new campus space called the Student Success Initiatives Center, and an initiative called First-generation Faculty which had so much success the first two years, that now all the University of California schools have adopted it. In addition, he helped expand the Campuswide Honors Program, the international student excellence program and fundraising opportunities.



### **USA Today Network (Gannett) & Start Giving Loca, Costa Mesa**

*Katelyn K. Johnson, Sr. Product Designer*

Kate Johnson is a passionate designer based in Washington D.C. She works as a sr. product designer at USA Today Network (Gannett) and is completing her masters at the University of California Irvine (UCI) in Human Computer Interaction Design. Johnson received her B.F.A in Advertising with a concentration in Art Direction from the Savannah College of Art and Design. She has harnessed her advertising background to work on global and national advertising campaigns, her skills in UI/UX for work on the 2019 Local Elections and 2020 Presidential Primaries, and current project with nonprofit Start Giving Local. Originally from Altoona, PA, Johnson moved to Saudi Arabia with her family at 6 weeks old and spent the next 16 years growing up in the Middle East, Europe, and Asia. She moved to Houston in 2010, where her family currently resides. Kate is an avid sports woman who has a passion for running, traveling, and trying new food.



### **Utility Systems Science & Software, Santa Ana**

*Mark Serres, Chief Technology Officer*

Utility Systems, Science and Software, Inc. (US3), was founded in 2002 as a specialty technical engineering service company with its headquarters located in Santa Ana, California, Service and Engineering Facilities in San Diego, Los Angeles and Houston. US3 engineers and technical personnel have applied advanced instrumentation system technology to water/wastewater monitoring & control systems, pipeline evaluation, engineering and data analysis. Their industrial hardware & software solutions address production operations, production performance, utility intelligence, operations management and collaboration. By relentlessly focusing on solving customers' most pressing operational problems, and delivering robust, secure and easy to use solutions to solve those problems. US3 has grown to become one of the leaders in hardware/software solution providers for both water and electric utilities. This unique integrated systems approach allows the company to bring greater insight and intelligence gathering information about the water and wastewater system performance to their clients, and in turn to support the fulfillment of their commitments to manage and obtain



### **Vincit, Irvine**

*Villie Houttu, CEO*

Ville Houttu is founder and CEO of Vincit California, Inc., a custom software development and design agency. Previously, he was head of business development at Vincit Plc., helping the Finnish company reach 350 employees and go public in the Nasdaq First North marketplace. Houttu opened Vincit California in 2016, and has grown US operations to over 40 employees and overseen two successful





**Utility Systems Science & Software**


# INNOVATOR

of the YEAR AWARDS


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## 2020 Innovator of the Year Award Nominees

acquisitions, one in 2017 and one in 2018. Houttu's innovative nature and track record for value creation has led Vincit in supporting software projects across multiple industries nationwide. His creative ideas and ability to motivate those around him has led to consistent growth in earnings; \$2.1 million in 2017 to earning \$5 million in 2018 and \$6.5 million in 2019; as well as business recognition. Vincit has been named 2020 Best and Brightest Companies to Work For in the Nation, Inc. Magazine Best Workplace list 2019, final four for Best Small Technology Company CEO by Octane, OCBJ Best Places to Work List 2019 and 2018, and OC Register's Top Workplaces 2019 and 2018.

### Ware Malcomb, Irvine

Jay Todisco, President

Ware Malcomb was founded in 1972 in Irvine, California by Bill Ware and Bill Malcomb and focused on the design of office and industrial architecture. Since its founding, Ware Malcomb's philosophy of great design, excellent client service and relationship-focused business has been a mainstay. The firm has a long history of leading design for commercial and corporate real estate. Today, Ware Malcomb is an award-winning international design firm with offices across North America and projects in 22 countries on five continents. In January of 2019, Jay was promoted from Executive Vice President to President of Ware Malcomb. With Ware Malcomb for over 22 years, his leadership has significantly contributed to the firm's continued growth, and to the execution of numerous strategic and innovative initiatives companywide. As President, Jay oversees the overall growth and business development for Ware Malcomb, with a focus on exceptional client service and relationship management.



### Westcliff University, Irvine

Dr. Anthony Lee, President (CEO)

Dr. Anthony Lee is the president of Westcliff University in Irvine, California, one of the fastest growing universities in the US, going from less than 100 students in 2015 to over 3,000 students in 2020. Dr. Lee has served leadership positions across numerous universities and schools in the U.S. and internationally. He has successfully led schools through the accreditation process at the university and K-12 levels. With expertise in innovative online and hybrid programs, Dr. Lee has launched new programs infusing and integrating technology with traditional campus-based classes for an enhanced learning experience. He is a proven leader in many critical areas within higher education including marketing, finance, operations, compliance, and accreditation. Dr. Lee earned his Doctorate in Educational Leadership from the University of Southern California Rossier School of Education with a concentration in Higher Education Administration. He earned his Master of Business Administration from the University of California, Los Angeles Anderson School of Management, focusing on strategy and entrepreneurship. He earned his Bachelor of Arts from University of California, Irvine, majoring in economics.



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# Congratulations Dr. Farah Madhat

Congratulations to Dr. Farah Madhat for her nomination as an Orange County Business Journal 2020 Innovator of the Year.



“Through her innovative leadership practices, Dr. Madhat empowers the pharmacy profession by elevating the role of the pharmacist within the patient care continuum.”

Orsula V. Knowlton, PharmD, MBA, FAPhA, FCP  
Co-Founder & President, Tabula Rasa HealthCare



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Farah Madhat PharmD MA  
Executive Vice President Pharmacist Providers Division  
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# INNOVATOR

## of the YEAR AWARDS

### Congratulations 2020 Nominees

- |  |  |
|--|--|
| <b>Agtools</b> - Martha Montoya                        | <b>OPKIX Inc.</b> - Lawrence Greaves                                       |
| <b>AIVITA Biomedical Inc.</b> - Dr. Hans Keirstead     | <b>PrescribeWellness, a Tabula Rasa</b>                                    |
| <b>Amazon AWS</b> - David Murray                       | <b>HealthCare Solution</b> - Farah Madhat                                  |
| <b>American Technologies Inc.</b> - Jeff Huddleston    | <b>Prodoscore</b> - Denise Hazime  |
| <b>AONdevices Inc.</b> - Mouna El Khatib               | <b>Rallio</b> - Chuck Goetschel  |
| <b>ATTOM Data Solutions</b> - Rob Barber               | <b>Revive</b> - Dalip Jaggi  |
| <b>ATTOM Data Solutions</b> - Todd Teta                | <b>Scanwell Health Inc.</b> - Stephen Chen                                 |
| <b>Avatar Partners Inc.</b> - Marlo Brooke             | <b>Ship &amp; Shore Environmental Inc.</b> - Anoosheh Oskouian             |
| <b>Baxter</b> - Ramin Mousavi                          | <b>Smart Cups LLC</b> - Chris Kanik  |
| <b>Cerenetex Inc.</b> - Ben Bobo                       | <b>Smart Energy Water (SEW)</b> - Deepak Garg                              |
| <b>Cosemi Technologies Inc.</b> - Nguyen Nguyen        | <b>SmartBug Media</b> - Ryan Malone  |
| <b>David Meltzer Enterprises</b> - David Meltzer       | <b>South Coast Community Services</b> - Scott McGuirk                      |
| <b>Everguard.ai</b> - Sandeep Pandya                   | <b>Syntiant Corp.</b> - Kurt Busch   |
| <b>Extraordinary Lives Foundation</b> - Mara James     | <b>SYSPRO USA</b> - Geoff Garrett  |
| <b>Eyedaptic Inc.</b> - Jay Cormier                    | <b>TAGNOS</b> - Neeraj Bhavani   |
| <b>FundingShield LLC</b> - Ike Suri                    | <b>Tarsus Pharmaceuticals</b> - Bobak (Bobby) Azamian, MD PhD              |
| <b>GABA Therapeutics Inc.</b> - Olivier Dasse          | <b>The Development Partner Institute</b> - Peter Bryant                    |
| <b>Global Telecom Engineering Corp</b> - Ahmad Malkawi | <b>The Strength Co. LLC</b> - Grant Broggi                                 |
| <b>Golden State Foods Corp.</b> - Bob Wolpert          | <b>The Wooden Floor</b> - Dawn S. Reese                                    |
| <b>INBRACE</b> - Dr. John Pham                         | <b>Titan Health &amp; Security Technologies Inc.</b> - Vic Merjanian, Esq. |
| <b>inVibe Labs</b> - Fabio Gratton                     | <b>University of California, Irvine</b> - Michael Dennin                   |
| <b>Kareo Inc.</b> - Dan Rodrigues                      | <b>USA Today Network (Gannett) &amp;</b>                                   |
| <b>METAseismic Inc.</b> - Dr. Noemi Bonessio           | <b>Start Giving Local</b> - Katelyn K. Johnson                             |
| <b>Modulim</b> - David Cuccia                          | <b>Utility Systems Science &amp; Software</b> - Mark Serres                |
| <b>MOVABOWL</b> - Jay Akar                             | <b>Vincit</b> - Ville Houttu   |
| <b>Movandi</b> - Reza Rofougaran                       | <b>Ware Malcomb</b> - Jay Todisco  |
| <b>Nextworks Strategy-ENP</b> - Scott Hamilton         | <b>Westcliff University</b> - Dr. Anthony Lee                              |

Event Aairs September 24, 2020, at 2:00 p.m.

Please visit [ocbj.com/bizevents](http://ocbj.com/bizevents) or contact Melanie Collins, Signature Events Manager, at [collins@ocbj.com](mailto:collins@ocbj.com) or 949.664.5056 to register.

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