



Hot Ticket Winners:

Hottest Bootstrap: Cyber Squared Inc.

Hottest Company Culture: iCore Networks

Hottest Exit: Mandiant

Hottest Friend of the Entrepreneur:
Jonathan Aberman

Hottest Government Contractor:
Infosys Public Services Inc.

Hottest Startup: Kit Check

Hottest Venture Capital Deal: Optoro

Hot Ticket Awards Sponsors:

Smoking Hot Sponsors: BDO; Cooley LLP

Hottest Company Culture Sponsor: Loudoun County
Department of Economic Development

Hottest Friend of the Entrepreneur Sponsor: Consumer
Electronics Association (CEA)®

Hottest Government Contractor Sponsor:
Transformation Systems Inc.

Hottest Startup Sponsor: Wells Fargo

Hottest Venture Capital Deal Sponsor: AHT Insurance

Steaming Hot Sponsors: Chase; Corporate Office
Properties Trust; Gibson, Dunn & Crutcher LLP; HP; Principal
Financial Group

Drink Cup Sponsor: RagingWire Data Centers

Media Partners: Capital Business; Washington Technology

Video Partner: g|4media

Hottest Bootstrap Finalists

Cyber Squared Inc.: Cyber Squared Inc., leading global provider of advanced threat intelligence products and services. Cyber Squared's flagship product, ThreatConnect™, is an enterprise threat intelligence platform that bridges incident response, defense, and threat analysis. More than 2,000 users and organizations worldwide leverage the power of ThreatConnect both on-premises and in the cloud to increase productivity and deliver dynamic knowledge management, high context indicators, and automated responses to counter sophisticated cyber-attacks.

QuoteMyContractor.com Inc.: QuoteMyContractor.com™ provides residential property owners, managers, renters and others with a quick and easy way to get instant online quotes for home-related projects and services from a trusted group of pre-screened professional contractors in the Washington, D.C. metro area. The patent-pending process for instant estimates will save users time and money on many common plumbing, electrical, interior and exterior home repairs and improvements.

SameGrain Inc.: SameGrain is a "privacy first" social discovery platform. SameGrain's online and mobile apps help people of all ages locate, connect with, and grow new relationships with others that share similar backgrounds, interests, beliefs, health issues, life experiences, habits, and more, whether they are around the corner or around the globe. SameGrain's robust data, proprietary algorithm, and patent pending technology elevate social discovery and help people match with others that share multiple common threads, thereby enabling a more meaningful connection.

Windpact: Windpact is a sports technology company dedicated to increasing the level of impact protection for sports and recreation. Windpact has developed a patent-pending energy dissipating padding system for integration into sports and other protective devices. The product attenuates acceleration forces by controlling the release of air bursts on impact, mathematically minimizing brain-to-skull impacts. The company offers turnkey solutions from design to engineering to product manufacturing.

Windpact has developed an end-to-end process that meets quality assurance and retail pricing expectations

Hottest Company Culture Finalists

ActionNet: ActionNet is a information technology (IT) engineering company, providing cloud-based technologies, cybersecurity, program management, infrastructure, information assurance, agile software engineering, and IT business governance solutions for federal and selected corporate clients in the United States. It offers cloud strategies and solutions, such as platform, infrastructure, and SaaS; private and public cloud (Federal Information Security Management Act ready); readiness reviews; migration strategies and services; provisioning and administration; and integration and interface services.

iCore Networks: iCore Networks (iCore) specializes in cloud computing and applications on demand, and is one of the original providers of cloud-based hosted application services. Under Chairman and CEO Stephen G. Canton's leadership, iCore provides customers with seamless virtualized office in the cloud solutions that provide end user capabilities that lower the cost of systems normally maintained in-house. iCore backs those capabilities with customer-oriented employees, reliability and disaster recovery tools, and most importantly, world-class employee support and training.

Octo Consulting Group: Octo Consulting Group is an award-winning small business that specializes in providing innovative agile software development, data analytics, data visualization, and management consulting solutions for the federal marketplace. Octo is a services-based company that implements creative solutions to meet agency missions that allow the company to redefine the model needed in the new norm of government contracting.

WeddingWire: WeddingWire is the largest online vertical marketplace connecting engaged couples with event professionals. The site enables engaged couples to search, compare and book from an extensive database of more than 200,000 recently reviewed event professionals, from venues to photographers. Couples also have access to a suite of mobile and online desktop planning tools – including wedding websites and checklists – at no charge. In addition, WeddingWire provides event professionals with the technology they need to serve their clients, including a SaaS platform, which powers advertising, marketing, and CRM needs of local wedding and events businesses nationwide.

Hottest Exit Finalists

AirWatch by VMware: AirWatch is the world's largest mobile security and enterprise mobility management provider with more than 1,500 employees across nine global offices. More than 12,000 organizations in 150 countries leverage the AirWatch® Enterprise Mobility Management Platform, which includes mobile device, email, application, content, laptop and browser management solutions. Organizations can implement these solutions for unique bring your own device requirements, in AirWatch® Workspace containerized solution, or as a comprehensive, highly scalable, enterprise-grade mobility platform. AirWatch ensures the broadest mobile platform support, develops innovative solutions like AirWatch® Secure Content Locker™, and integrates with the leading device manufacturers and technology solution providers in the mobile ecosystem.

Cvent Inc.: Cvent Inc. (NYSE: CVT) is a leading cloud-based enterprise event management platform, with more than 1,450 employees and over 12,600 customers worldwide. Cvent offers software solutions to event planners for online event registration, venue selection, event management, mobile apps for events, e-mail marketing and web surveys. Cvent provides hotels with a targeted advertising platform designed to reach event planners looking for suitable venues. Cvent solutions optimize the entire event management value chain and have enabled clients around the world to manage hundreds of thousands of meetings and events.

Mandiant: Mandiant is an information security company that provides security products and incident response management solutions to the financial service sector, legal community, government agencies, and other domestic and international clients. Mandiant offers professional security services, including incident response threat assessments, compromise assessments, vulnerability assessments, litigation support, and security operations design and development services. Mandiant also provides training services in the areas of malware analysis, network investigations, cybercrime and incident response, and UNIX and windows investigations.

Vocus: Vocus provides leading cloud-based marketing and public relations software that enables companies to acquire and retain customers. The company offers products and services to help clients attract and engage prospects, nurture and convert customers, and measure and improve marketing effectiveness. Coordinated campaigns, leads and measurable results are attainable through the Vocus Marketing Suite, while news monitoring, reporting and engaging with the media is provided through the Vocus PR Suite.

Hottest Friend of the Entrepreneur Finalists

Jonathan Aberman: Jonathan Aberman has been a leader within the entrepreneur community for many years. Aberman founded and launched Tandem/NSI, which connects federal labs and agencies (e.g. DARPA) with entrepreneurs to commercialize technologies and build companies. With Amplifier Ventures, Aberman mentored two successful exits from initial fund: Cardstar and Spydernsafe. Aberman serves on the boards of Tandem/NSI, StartUp VA, BallstonBid, BI2, Founderscorp, and Foster.ly.

Dan Mindus: Dan Mindus is the founder of NextGen Angels, an angel group of 70 high net worth individuals under the age of 40. Most of these members have not previously made angel investments, and Mindus provides the tools to do so, setting up monthly deal screening days, leads diligence, and monthly angel group meetings. In addition, Mindus has spoken at numerous entrepreneur community events, and has guest lectured at regional universities on the topics of venture capital and company formation. In 2013, Mindus was named by the *Washingtonian* as one of 100 DC Tech Titans. He mentors dozens of companies each year and actively participates on the board of directors of 14.

Kristina Tanasichuk: Kristina Tanasichuk founded the Government & Services Technology Coalition, a non-profit organization at the request of small entrepreneurs who work in the federal marketplace. The 501(c)6 organization assists small companies with every aspect of their business: capacity, access, mentoring, CEO to CEO roundtables and a policy series. She provides entrepreneurs with opportunities to achieve excellence through learning, and all the connections to pursue numerous business strategies to maximize their success. In addition, Tanasichuk is passionate about what entrepreneurs bring to the mission for protecting the country and the ways they contribute to generating ideas, cost savings and creativity finding new ways to accomplish traditional tasks.

Wyly Wade: Wyly Wade has been instrumental in helping to build seed networks globally. He is an active investor both locally and internationally, sitting as a technology advisor for SEAF's funds in 26 different countries (primarily post conflict countries). Wade attends everything from meetups to meetings with co-founders, and is always happy to lend his advice and open his network to others. Among other companies, Wade has assisted New West Tech with an exit with a VC backed partner Biometrica; a licensing deal with a top tier national bank Orbi; a successful U.S. trade mission in the GCC BiON; and 37,000 new subscribers for their SaaS product.

Tien Wong: Tien Wong, of Tech 2000 and Appnetic, is a serial entrepreneur and angel investor who was named to Washington Business Journal "Power 100" in 2012 and 2013 as one of the region's most influential leaders. He was also named Asian Chamber of Commerce's "Business Leader of the Year" in 2013. Wong is a mentor and advisor to numerous entrepreneurs in Va., Md. and D.C., and volunteers in the Georgetown University and University of Maryland entrepreneurial communities. He is the co-executive producer of the *Startupland* documentary film series featuring 5 startups in D.C., and is a founder of the Big Idea CONNECTpreneur Forum, a quarterly CXO, Entrepreneur, Angel and VC networking event. Since January 2013, more than 1300 CXOs, entrepreneurs and investors have attended these events where 40+ early stage companies have presented.

Hottest Government Contractor Finalists

Infosys Public Services Inc.: Infosys Public Services, a U.S. based subsidiary of Infosys (NYSE:INFY), specializes in business consulting and technology solutions. Infosys partners with public sector and healthcare organizations to help them stay ahead of the innovation curve. Infosys' technology solutions, combined with expert execution and best practices help organizations deliver core missions today, while building tomorrow's organization – connected with constituents, smarter through actionable insights, and agile with optimized operations and costs.

NGA.NET U.S. Public Sector: NGA.NET delivers best of breed talent management solutions via an open cloud platform. The company serves specialized verticals in both public and private sectors, including: government, education, utilities, mining and healthcare. NGA.NET is the solution of choice for more than 95 federal government agencies around the world, helping them further succeed in their talent management objectives. The company's multi-awarded, proven technology supports talent management goals with a 'no compromise' approach.

Probity LLC: Probity provides software development, system integration and systems engineering for government and national defense related clients. Probity specializes in providing customer support in the following areas: large-scale storage systems, virtualized server environments, media content exploitation, geo-tag exploitation, enterprise search capabilities, design and development of enterprise-grade controlled interfaces, digital forensics, multi-level-security systems and other cross-domain solutions.

Qlarion: Qlarion help public sector organizations make better business decisions by using Big Data and Analytics to effectively manage, access and understand information. Qlarion is passionate about using data as a means to getting answers to the thousands of critical business questions facing agencies every day. The company helps its clients maximize their return on data by focusing on the business goal first, then drawing on a range of Business Intelligence (BI) solutions and approaches — from traditional software to Big Data Analytics to Cloud-based BI — to deliver business outcomes. Qlarion's core belief is that BI and Analytics projects should not be treated as typical IT projects, but as business projects with real business impact.

Hottest Startup Finalists

DataRPM: DataRPM utilizes Cognitive Data Discovery technology to change the way individuals work with data, making analytics more accessible and easier to use by solving the two main barriers the adoption of data analysis – time consuming data modeling and usability. This allows customers access to the most natural way to analyze and derive insights from data in the fastest and scalable manner with the lowest total cost of ownership. In the year since CIT first invested, DataRPM has gone from 5 customers to 20 customers, and has built out a highly-focus team to support these customers and to continue improving their solution.

Distil Networks: Distil Networks is a leader in Bot detection and mitigation offering the first software-as-a-service solution focused on stopping automated attacks to make the web more secure. Distil works like a protective shield and blocks malicious bots, malware, and competitors that try to scrape or copy website data without permission. Distil's technology prevents web scraping, eliminates form spam and click fraud, and reduces infrastructure costs.

FiscalNote Inc.: FiscalNote opens up government information and makes it useful. The company applies machine learning and natural language processing techniques, through beautifully engineered interfaces, to connect organizations to the government information analysis they need the most. FiscalNote has successfully applied predictive analytics to legislative information, achieving 94 percent accuracy rate in probabilities of legislative outcomes. FiscalNote aims to foster a transparent political and legal system through the use of open data.

Kit Check: Kit Check helps hospital pharmacies be safe and more efficient while giving them real-time visibility into their inventory. Kit Check uses RFID technology on drugs combined with a cloud based platform to process drugs in the pharmacy. It takes a process that typically takes 30 minutes down to less than three and it reduces the error rate in drug trays by three orders of magnitude. With Kit Check hospitals are able to reduce their waste and serve patients more effectively.

Hottest Venture Capital Deal Finalists

FoundationDB: FoundationDB offers next generation database software that combines the scalable, distributed architecture of NoSQL with the power of ACID transactions. FoundationDB sets itself apart from NoSQL solutions by efficiently supporting many different data models (graph, document, key-value, SQL, etc.) via a growing collection of open-source layers.

Applications built as layers on FoundationDB inherit the same exceptional performance, data consistency and operational resilience as FoundationDB itself.

LiveSafe Inc.: LiveSafe provides a two-way communication channel that connects students and safety officials through a smartphone app and an online dashboard, allowing schools to crowd-source safety information and enhancing overall campus safety. In addition to schools, LiveSafe's technology also benefits other communities such as military bases and sports stadiums, helping law enforcement better respond to incidents by allowing information to be exchanged quickly and easily, and in some cases preventing crimes. In addition to everyday use, LiveSafe provides a suite of emergency services such as real-time location tracking and mass communication capabilities that operate even when cell towers get clogged.

Optoro: Officially founded in 2008, as a back-end solution for businesses looking to move excess inventory online, Optoro has sought to leverage automation and analytics to work smarter. OptiTurn launched in February of 2011, analyzing all available market trends and data, including third-party research as well as Optoro's own historical information. In September of 2013, Optoro opened a corporate office in the Chinatown neighborhood of D.C., while maintaining operations headquarters just outside the city in Maryland. Optoro was recently named to Deloitte's Technology Fast 500 list for 2013.