





**Tom Pearce** is the Co-Founder, CEO & Chairman of MAXEX, and has more than 30 years of experience as a successful business operator and entrepreneur in banking, capital markets and mortgage finance. Under his leadership, MAXEX has successfully become the first digital exchange to enable buying and selling of residential loans through a single, trusted clearinghouse. To date, more than 140 mortgage lenders and institutional investors have achieved approximately \$8 billion in lock trading volume with MAXEX. Prior to this, he successfully founded and grew a number of industry-leading private capital firms, including Peachtree Financial and Vertical Capital, which he helped grow to over \$14B in assets under management.



**Steve Soukup** is the CEO of DefenseStorm and is responsible for the company's strategic direction, daily operations and growth. Prior to assuming this role, Steve served as chief revenue officer for two and a half years where he led the Sales and Marketing teams. His leadership resulted in 3.5X growth in DefenseStorm's customer count, numerous strategic partnerships and the establishment of DefenseStorm as the standard for cyber safety and soundness for the banking vertical. Before joining the company, Steve spent more than 20 years successfully leading sales at early stage, private-equity-owned, and large global market-leading business-to-business brands.



**Dave Excell** is the Founder of Featurespace, and is an experienced technology innovator with over 18 years dedicated to engineering, Dave co-founded Featurespace in 2008 and has since grown the company from a concept to a commercial success, leveraging AI and machine learning to prevent fraud and improve the customer experience. A U.K. native, Dave currently resides in the United States and is managing the Featurespace global expansion from the company's stateside headquarters in Atlanta.



**Nelson Chu**, today's moderator is Managing Director at Kinetic Ventures. His investment activities focus on information and infrastructure technologies, enterprise and Internet software, database-related applications, and other emerging software and hardware technologies. Prior to joining Kinetic Ventures, Nelson was a management consultant with McKinsey & Company and a Development Manager with Oracle. He received his BS in Electrical Engineering (summa cum laude) from Virginia Tech, his MS in Electrical Engineering from the Massachusetts Institute of Technology and his MBA with distinction from Harvard Business School.

