

## **CIT Investment Director, Jennifer O’Daniel, to Present Black Hat Innovation Session**

*O’Daniel will Join VC Funding Experts and Security Entrepreneurs for a Panel Discussion, and will also Co-Host the ‘Hackers to Entrepreneurs’ Event the Same Day*

**Herndon, VA** – July 24, 2018 – The [Center for Innovative Technology \(CIT\)](#) today announced that Investment Director Jennifer O’Daniel has been selected to present a [panel](#) at Black Hat USA. The session, titled *Understanding the Security Startup Market: Follow the Money*, will take place on August 9<sup>th</sup> and will include representatives from the venture capital community and security entrepreneurs to discuss how venture capital works in the security startup market. Now in its 21<sup>st</sup> year, Black Hat 2018 will run from August 4-9, bringing together many of the world’s influencers in information security and provide attendees with details on the very latest in industry research, development, and trends.

**When:** Thursday, August 9, 2018 at 1:20pm – 1:40pm PT

**Where:** Innovation Theater, Oceanside; Mandalay Bay Resort & Casino, Las Vegas, NV

### **What: *Understanding the Security Startup Market: Follow the Money***

It’s estimated that more than 300 new information security startups are funded each year – many more are still in the emerging stages, receiving early rounds of financing. Where does all of this funding come from? How does venture capital work, and why do investors choose to fund some startups while rejecting others? In this eye-opening panel discussion, VC funding experts and security entrepreneurs will discuss what it takes for a startup to get funded, how startups succeed and fail in the marketplace, and how you can use this information to help select the right innovators to help you with the security of your enterprise.

### **Who: *Jennifer O’Daniel, Investment Director, CIT***

Jennifer O’Daniel joined CIT GAP Funds in 2003, where she leads seed and early stage investments in tech companies for CIT GAP Funds, concentrating on cybersecurity and enterprise software. As part of the investment team, she has led or been part of over 100 investments in seed and early stage companies. O’Daniel also leads investments for MACH37, a cybersecurity accelerator.

In addition to O’Daniel’s panel discussion, CIT will also co-host the ‘Hackers to Entrepreneurs’ event in Las Vegas, along with MACH37, NS8, and Gula Tech Adventures. CyberScoop’s Managing Editor, Greg Otto, will join O’Daniel for an overview of the Greater Washington region’s cyber ecosystem, followed by two panels featuring cybersecurity founders and investors. Designed for networking and on-on-one sessions, the event will take place on Thursday, August 9 from 4:00pm-7:00 pm PT at the NS8 Headquarters located at 241 W. Charleston Blvd., Suite 111, Las Vegas, NV. To register for ‘Hackers to Entrepreneurs’, please click [here](#).

### **About CIT GAP Funds**

CIT GAP Funds makes seed-stage equity investments in Virginia-based technology, clean tech and life science companies with a high potential for achieving rapid growth and generating significant economic return for entrepreneurs, co-investors and the Commonwealth of Virginia. CIT GAP Funds’ investments are overseen by the CIT GAP Funds Investment Advisory Board (IAB). This independent, third-party panel consists of leading regional entrepreneurs, angel and strategic investors, and venture capital firms such as New Enterprise Associates, Grotech Ventures, Valhalla Partners, Harbert Venture Partners HIG Ventures, Edison Ventures, In-Q-Tel, Intersouth Partners, SJF Ventures, Carilion Health Systems, Johnson

& Johnson, General Electric, and Alpha Natural Resources. For more information, please visit [www.citgapfunds.org](http://www.citgapfunds.org).