

Mona DeFrawi
CEO and Founder
Equidity



Mona DeFrawi recently launched Equidity to provide liquidity and valuation solutions for growth companies to succeed in today's capital markets. DeFrawi has guided entrepreneurs & investors for over 20 years in corporate development, fundraising, investor relationship management, and was recently honored as one of the "2010 Women of Influence" by the Silicon Valley Business Journal.

DeFrawi was CEO & Founder of InsideVenture, a financial marketing utility offering liquidity solutions, till its acquisition by SecondMarket in fall 2009. Previously, she was a founding Director at CapGen Financial, where she raised its first time \$500M private equity fund in under 7 months in 2007, alongside Managing Principal Eugene Ludwig, Founder of Promontory Financial Group and former Comptroller of the Currency and Vice Chairman of Bankers Trust.

DeFrawi also served as VP of Corporate Development or Director Investor Relations for several companies involved in IPOs including USinternetworking, Martek Biosciences, Meridian Medical Technologies, & Crop Genetics.

In 1991, DeFrawi founded VentureQuest, a financial marketing firm, which advised dozens of private companies and entrepreneurial organizations, in fundraising, business development & more.

A passionate supporter of innovation and entrepreneurship, in 1998 Mona authored legislation and successfully lobbied for Maryland pension fund investments in venture capital, that today total over \$2B. She also served as Maryland's Technology Commercialization Specialist for DBED, and IP Marketing Manager for the University of Maryland's Technology Transfer Office.

Over her career, DeFrawi has advised over a hundred start-up companies, and founded three, two of which were acquired. Mona is an honors graduate of both Duke University (BA) and the University of Maryland (MBA), and served as an adjunct faculty member at Johns Hopkins University, School of Engineering, where she created and taught the graduate level Entrepreneurship course.