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Austin Weekly Deal Highlights

by Mason Rathe

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Well wouldn't ya know it, **Tito's Vodka**, made right here in Austin, is now [#1 in the US for sales!](#) I'd like to think we all play a part in their success.... Cheers... Big week for us, headlined by **FlashParking's** \$60M raise! And for those who aren't subscribed yet, check out the [Houston](#) and [Dallas](#) Q4 Deal Highlights I sent out this week as well

Austin Financing Activity

- [FlashParking](#), a local mobility technology and parking solutions provider, [raised](#) \$60M strategic investment from Connecticut-based PE firm **L Catterton**. The company has raised \$64.3M to date.
- [Locale](#), a lifestyle hospitality company that provides high-quality renting accommodations, [raised](#) \$11M Series A led by existing investor **Amplo Ventures** with participation from **Susa Ventures, Malking Holdings, Rogue Insight Capital, and Metropolis Capital Partners**. The company has raised \$13.5M to date.
- [Savara](#), an Austin-based pharmaceutical firm, [secured](#) a \$26.8M investment led by **Bain Capital Life Sciences** through a private placement. The new funding is expected to help the company push for FDA approval on a lung disease treatment. The company could receive an additional \$48.2M if it successfully begins another clinical trial for another treatment option.
- [OpsLock](#), a Montreal-based industrial risk management platform that uses data science to predict and avoid industrial disasters, [raised](#) \$2.5M in equity funding from undisclosed investors. The company was founded as **Pelorus Inc.** in 2017 and has a large presence in Austin.

Austin M&A Activity

- Austin-based **RelayiQ**, an analytics provider that is solving the "last mile" problem by bridging business intelligence solutions with business process, was [acquired](#) by San Francisco-based **Astreya**, a leading global IT solutions provider. Deal terms were not disclosed. RelayiQ previously raised \$600K pre-seed round in 2018.
- **LogicMonitor**, a California-based service provider for on premise and multi-cloud IT infrastructure monitoring, [acquired](#) **Unomaly**, a Sweden-based AIOps company. Financial terms were not disclosed. **LogicMonitor** is partially owned by Austin-based **Vista Equity Partners** and has a large presence in Austin.

Other Relevant/Regional Deal Activity

- [Ceiba Energy](#), a Houston-based developer of power generation assets in Latin America, was [acquired](#) by Denham Capital Management for \$250M.
- Austin PE firm **Tritium Partners** [led](#) a \$33M investment for Vancouver-based **ToursByLocals**, a private tours marketplace that connects tourists with guides for customized tours.
- **KdT Ventures**, an Austin-based early-stage VC firm focused on science startups, [reported](#) it is raising its second fund, KdT Ventures Fund II, LP. Expected fund size was not announced. The firm lists 14 companies in its portfolio.
- Dallas-based **Transplace**, a transportation management and logistics technology service provider, [acquired](#) **Lanehub**, a Green Bay-based platform developer that connects the freight industry. The financial details of this strategic acquisition were not disclosed.

- **Dottid**, a Dallas-based commercial real estate leasing platform, [raised](#) \$3.85M of seed funding from **David Ridley**, **Laurie Dotter** and **David Farmer**.
- **Testfit**, a Dallas-based developer of building configurator software designed to solve site feasibility studies, [raised](#) \$2M of seed funding from **Parkway Venture Capital**.
- **IKG**, a Channelview-based manufacturer of steel and aluminum bar grating products, was [acquired](#) by PE firm **KPS Capital Partners** for \$85M. **Harsco Corporation** (NYSE: HSC) previously owned the company.
- **Stainless Adapters Inc.**, a Houston-based supplier of stainless steel hydraulic adapters and pipe fittings, was [acquired](#) by **Midland Industries**, a **Wynnchurch Capital** portfolio company. Deal terms were not disclosed.

Austin People

- VC firm **Silverton Partners** [promoted](#) **Roger Chen** to partner. Chen joined Silverton in 2017 as principal. Prior to Silverton, Chen worked at **Genacast Ventures** in New York. Additionally, Silverton hired **Tina Dai** as principal. Dai has previously worked at **First Round Capital** in San Francisco and at **McKinsey**.
- **Tim Weinheimer** was [named](#) the new president to oversee digital services for **TexHahn Digital**. Previously, Weinheimer founded the digital brand marketing firm **The Weinheimer Group**, and he is a member of **Google's** Public Sector Advisory Council.

Austin News

- Austin has [joined](#) the ranks as a top 10 venture market based on its record funding in 2019, Austin area startups [raised](#) \$2.2B in 263 venture deals in 2019 which surpasses the \$1.9B raised during the previous year. Austin experienced its largest fourth quarter as local startups raised more than \$738M across 54 deals.
- **SXSW** is just 54 days away! The event, which takes place on March 13-22, [announced](#) the next round of speakers including names such as **Twitter** CEO **Jack Dorsey**, TV personality **Stephen Colbert**, author **Brene Brown**, **Patreon** co-founder **Jack Conte**, **NSA** Director of Cybersecurity **Anne Neberger**, **Amazon** CTO **Werner Vogels**, and **Reddit** COO **Jen Wong**.
- Austin was [ranked](#) as #1 city for IT professionals in a new study by **Kisi**, a cloud services company.
- Built In Austin's [50 Startups to Watch](#) in 2020. Shot out to **Homeward** and **Osano**!
- Austin [remains](#) a top affordable U.S. city for tech workers in a new report issued by [codingdojo.com](#).
- Austin is Becoming a [Real Estate Technology Hub](#)
- **QuestionPro** lands in Austin. This bootstrapped company in the SaaS survey and experience space has grown to \$20M in ARR and recently moved its HQ to Austin...of course from the Bay Area. Yet another causality in the exodus from California to Texas!
- Austin-based **WikiBuy** is [Booming](#) Since its Acquisition by **Capital One**
- **MassChallenge Texas** [opens](#) applications for 2020 programs
- [Check out](#) the 100 best places to work in Austin in 2020
- Austin's **Carl Deckard**, [one of the Pioneers of the 3D Printing Industry](#), has Died
- **CapMetro** is about to roll out its new [electric](#) buses in Austin

Thank you!

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Additional research and newsletter support provided by [Stephanie Abt](#)



If I missed a deal, major announcement, etc., shoot me an email and happy to include in the next one.

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