

From: "Mason Rathe" <mason@liveoakvp.com>
Sent: Monday, 26 November 2018 00:15
To: masonrathe@gmail.com
Subject: Austin Weekly Deal Highlights 11-25-18

[Subscribe to this Newsletter](#)

Austin Weekly Deal Highlights

By Mason Rathe - November 25, 2018



Welcome back everyone! Your favorite newsletter here gently reminding you that more has happened over the past week than turkey and football. In this abbreviated work week, we saw **ClearDATA** raise a hefty [\\$26M](#), and **1-800 Contacts** founder **Jonathan Coon** [sell his latest venture](#), **Wikibuy**, to **Capital One**. Fun fact, Coon was the producer of cultural phenomenon **Napoleon Dynamite**. Now, dust the bread crumbs off your chest, wipe the pie from your mouth, and let's finish the year strong!

Austin Financing Activity

- [ClearDATA](#), a security and compliance company focused on the healthcare cloud, [raised](#) a \$26M Series E from investors include **Humana Inc**, **Health Care Service Corporation**, **Norwest Venture Partners**, and **Merck GHIF**. The company has raised approx. \$80M to date.
- [Lawgix](#), a legal platform for centralized compliance, quality assurance, and real-time vendor collaboration, raised \$4.25M from undisclosed investors, according to Pitchbook. The company has raised over \$5M from investors including **Wild Basin Investments** and **CTAN**.
- [Living Security](#), a cybersecurity training company, [raised](#) \$1.25M in seed funding led by **Active Capital**, and was joined by investors including **Cathexis Ventures** and **Capital Factory**.

Austin M&A Activity

- **Wikibuy**, who makes online price comparison tools, was [acquired](#) by banking giant **Capital One**, for an undisclosed amount. Wikibuy was founded in 2014 by 1-800-Contacts founder **Jonathan Coon** and **Walt Roloson**. **Wikibuy** did not have any publicly disclosed financing.

Other Relevant Activity

- Wealth and asset manager **Brown Advisory**, who has a large presence in Austin, has [acquired](#) Virginia-based **Signature Family Wealth Advisors**, a \$4.3B RIA and multi-family office. In February, the firm acquired VC firm **NextGen Venture Partners**, who has an Austin office.
- San Antonio-based **iHeartMedia**, the biggest radio station owner in the country, [agreed to acquire](#) **Jelli**, a San Mateo, Calif.-based company bringing programmatic ad-buying to radio broadcasters. Financial terms weren't disclosed. Jelli had raised approximately \$40.6M in funding from investors including **Battery Ventures**.

- **Fish Technologies**, an Addison-based operator of an integrated fan experience platform, was [acquired](#) by **Patron Technology**, via its financial sponsor **Providence Equity Partners**, for an undisclosed sum.

[Austin People](#)

- **LifeSize**, the developer of video communications technologies, [hired](#) **Matt Hibbard** as CFO, bringing to the mature technology business 20 years of experience, including with IPO's. Hibbard was previously CFO at Distil Networks and Xoom. LifeSize was acquired by Logitech for \$405M in 2009, after raising approx. \$80M from investors including **Austin Ventures**.
- Private Equity firm **Vista Equity Partners** [announced](#) it is expanding its credit platform and has appointed **David Flannery** as president of its Vista Credit Partners business. Before joining Vista, Flannery was a senior managing director at GSO Capital Partners, which is Blackstone's credit investment platform. Vista has more than \$43B in cumulative capital commitments.
- **Testlio**, a San Francisco-based app testing company that went through the **Techstars Accelerator** in Austin, [named](#) Austinite **Steve Semelsberger** as its new CEO. Semelsberger was an early mentor for the company, became an advisor in 2014 and invested in the company's seed round in 2015. He is the former CEO of YouEarnedIt and a former executive at Demand Media. Testlio has raised approx. \$7.5M to date from investors including **Altos Ventures** and **Geekdom Fund**.
- **Kony**, an enterprise app development platform, [appointed](#) **Rilla Delorier** to its advisory board. Delorier is executive vice president and corporate strategy officer at Umpqua Bank. Kony has raised over \$160M to date from investors including **ORIX Growth Capital**, **Georgian Partners**, and **Insight Venture Partners**.
- **RF Code**, a platform to reduce data center costs, [named](#) **Tom Bishop** as its VP of Data Center Services. Bishop was previously CTO for Bypass Mobile, and also was CTO of Honest Dollar. The company has raised approx. \$60M to date from investors including **Intel Capital** and **QuestMark Partners**.

[Austin News](#)

- Austin was named the [Number 1 Best Big Cities to Live in Right Now](#), with metrics including median family income, home price, and job growth. CNBC called Austin the No. 1 place to start a business.
- Investor opposition fades as **Dell** [ups buyout offer](#) to \$120 per share of a VMware tracking stock, from the \$109 per share offered in July, paving the way for Dell to return to the public markets.
- Wall Street is [bullish](#) on **Yeti Coolers** despite middling stock so far. Predictions range from the company doubling its stock price within the next year to reaching \$1B in revenue in 2020.
- Several Austin tech leaders [were honored with Stevie Awards](#) that recognize women leaders in business, including Mood Media's **Jaime Bettencourt**, YouEarnedIt's **Autumn Manning**, SputnikATX CEO **Oksana Malysheva**.
- **Enboarder**, an Australian new employee engagement onboarding platform, has [named Austin](#) as its U.S. headquarters. The startup, which launched in 2015 has raised \$4M from investors including **Greycroft**.
- **Brett Hurt**, CEO of **data.world** and cofounder of **Bazaarvoice**: [The Entrepreneur's Essentials #7](#): A call to action for CEOs on selling.
- **Boeing** and AI platform **SparkCognition** have [launched SkyGrid](#), a joint-venture company that will develop an airspace management platform for unmanned aircraft.

[Upcoming Events](#)

- November 27th, [TechTalk](#) with **Jan Ryan**, founder of **Women@Austin**
- November 30th, **Texas Venture Labs** [Investment Competition](#)
- December 1st, Austin Startup [Holiday Market](#), showcasing local companies selling their products
- December 6th, [The Medical Device Summit](#)
- December 6th, [JBTVL Venture Expo](#)

Thank you!

Mason Rathe

[@mason_rathe](#)

[LiveOak Venture Partners](#)

Think you might be a fit for LiveOak, if I missed a deal, or have feedback, you can reach me at mason@liveoakvp.com

If your company is recruiting for a senior level position, happy to include a shout-out.

[View on Web](#)

[Subscribe to this Newsletter](#)

You can [update your preferences](#) or [unsubscribe from this list](#).

This email was sent to masonrathe@gmail.com
[why did I get this?](#) [unsubscribe from this list](#) [update subscription preferences](#)
Austin Weekly Deal Highlights · Austin, Texas · Austin, TEXAS 78731 · USA

