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## Austin Weekly Deal Highlights

by Mason Rathe

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Its about that time of year folks! You'll take some much deserved time off, and my inbox will get flooded with your out of office autoreplies. Don't worry, you will still be hearing from me over the break, every Sunday!

### Austin Financing Activity

- [LeanDNA](#), a prescriptive analytics platform for factory management, [raised](#) \$15M Series B led by **S3 Ventures** with participation from previous investors **Next Coat Ventures** and **Rony Kahan**, co-founder of **Indeed**. The company has raised \$19.5M to date.
- [Verb](#), a talent development platform that transforms companies' leadership development, [raised](#) \$6.4M seed funding from angel investors including **data.world** co-founder **Brett hurt**, **Silicon Labs** Chairman **Nav Sooch**, **Andy Roddick**, **Tiff's Treats** co-founder **Leon Chen**, and **Barshop Ventures**.
- [Popspots](#), a grocery retail technology firm with a focus on inventory management and tracking in-store marketing, [raised](#) \$5M Series A led by **Silverton Partners** with support from **Capital Factory** and other private investors. The company has raised \$6.5M to date.
- [Zilker Technology](#), an Austin-based digital consultancy and system integrator, [raised](#) \$2.5M in equity funding from undisclosed investors. The company [announced](#) a strategic investor from a Cleveland-based PE firm **Next Sparc** last year.
- [Televet](#), a mobile platform that connects veterinarians to clients, [raised](#) \$1.3M in equity funding. The company was founded in 2015.
- **Barton Creek Equity Partners** [invested](#) in [FlowBelow](#), an Austin-based designer and developer for aerodynamic systems that reduce the drag and fuel consumption of tractors. Financial terms were not disclosed. The company has raised \$2.8M in funding to date.

### Austin M&A Activity

- **ESO**, a software developer for paramedics, firefighters and other first responders to track and analyze patient interactions, [announced](#) a recent string of acquisitions: Maryland-based Digital Innovation Inc., Colorado-based Clinical Data Management, and Boston-based Lancet Technology Inc. Financial terms were not provided. ESO has raised \$39.6M to date.
- **SolarWinds** (NYSE: SWI), a leading software provider for IT management, [acquired](#) VividCortex for \$117.5M. VividCortex is a provider of SaaS-delivered database performance management focused on cloud-native applications. The company raised \$15.6M in five funding rounds from Bull City Venture Partners, Battery Ventures, NEA, and Osage Venture Partners. SolarWind's market cap is \$5.6B.

### Other Relevant/Regional Deal Activity

- Houston-based PE firm, **The CapStreet Group LLC.**, [closed](#) its fifth fund at \$500M surpassing its original \$400M target. CapStreet invests in companies in the industrial and outsourced services sector.
- [Scaleworks](#), a San Antonio-based firm that offers a non-traditional form of capital and debt for SaaS companies, [announced](#) it is spinning out its debt fund. The new entity, [Element SaaS Finance](#), will focus on flexible term loans for growing software companies.
- **Shamrock Capital** [invested](#) in Houston-based [Ad Results Media](#), an audio and podcast advertising firm. Financial details were undisclosed.

- [OneDay](#), an Allen-based application designed to capture the life stories of every resident in a senior living community, [raised](#) a \$5.2M Series A venture funding in a deal led by **Silverton Partners**. **Spieker Partners** and **Green Park & Golf Ventures** also participated in the round.
- [Nuvei](#), a Plano-based end-to-end payment processing solutions, [received](#) \$270M of development capital from **Caisse de dépôt et placement du Québec** and **Novacap**, valuing the company at \$2B.
- [Theatro](#), a Richardson-based voice-controlled enterprise wearable for brick and mortar retail, hospitality, and manufacturing, [raised](#) a \$20M Series C venture funding from Sageview Capital. Previously, the company raised \$15M in June from **Honeywell**, **Cisco Investments** and **Aristos Ventures**. The company has raised over \$65M to date.
- [Riversand](#), a Houston-based master data management and a product information management platform, [raised](#) \$10M of venture funding in a deal led by Crestline Investors. In 2017, Crestline invested \$35 million in Riversand for a Series A round.
- [HeartSciences](#), a Southlake-based manufacturer of a heart screening device, raised \$10.5M million of venture funding from undisclosed investors. The company has raised approx. \$42M to date.
- [Delee](#), a Laredo-based blood testing device designed to isolate tumor cells during blood tests, raised [\\$1.2M](#) of angel funding from undisclosed investors.
- [SchoolSpire](#), a Plano-based educational software platform, was [acquired](#) by **Mentoring Minds** for an undisclosed amount.

## Austin People

- **Molecula**, an Austin-based data virtualization company, [announced](#) **Mimi Spier** will be the company's first Chief Strategy and Marketing Officer. Spier was previously VP of IoT and Edge Business at **VMWare**.
- **Phunware**, a local mobile app development platform, [appointed](#) **Eric Manlunas** as the Chairman of the board. Manlunas is the founder and managing partner of **Wavemaker Partners**, an LA-based early-stage VC firm.

## Austin News

- Inc. Magazine [named](#) Austin as the #1 place to start a business in 2020.
- Austin metro [economy](#) neared \$150 billion in 2018
- **Ford** [selected](#) Austin to be an epicenter for its self-driving business with plans to launch services in 2021. The Austin-based team will provide vehicle testing, research and safety evaluations, customer relations, and business development. Austin, Washington D.C., and Miami will have command centers.
- **Zillow**: No one beats Austin when it comes to [rent increasing](#)
- Journal Profile: Austin venture capitalist [Krishna Srinivasan](#)
- **Unicorn Rides**, an Austin-based electric scooter company, [has gone out of business](#).
- **GenXComm**, an Austin-based provider for next generation wireless communication infrastructure, [announced](#) a contract with the Army Applications Laboratory with the Army Futures Command. No financial terms were included. GenXComm was founded out of research from The University of Texas. The company has raised \$9.3M to date.

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.

LiveOak Venture Partners is an early stage venture capital firm investing in Texas-based companies. Think your company might be a fit, shoot me an email at [mason@liveoakvp.com](mailto:mason@liveoakvp.com)

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