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**Sent:** Monday, 03 December 2018 01:32  
**To:** masonrathe@gmail.com  
**Subject:** Austin Weekly Deal Highlights 12-2-18

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## Austin Weekly Deal Highlights

By Mason Rathe - December 2, 2018



Tough loss for the **University of Texas** in the Big 12 Championship yesterday, but Sugar Bowl here we come! In my opinion, yesterday's loss was a result of...o right, this newsletter is supposed to be about Austin tech activity...well here you go! This week, we saw **HNI Healthcare**, which helps hospitals integrate physician-friendly technologies and elevate patient outcomes, [raise](#) a hefty \$65M from **CRG**. Also, a couple regional startups pulled together significant rounds.

### [Austin Financing Activity](#)

- [HNI Healthcare](#), a physician practice management platform, [received](#) a \$65M commitment from **CRG**. The investment follows HNI's \$25M [acquisition](#) of **Martin Healthcare Group** earlier this month, and 10 months after HNI raised a \$32.6M Series E round led by **Bison Capital Asset Management** and Austin-based **Spindletop Capital**. The company has raised approx. \$130M to date.
- [Flightpath Finance](#), a financial modeling platform for small to mid-sized technology companies, [raised](#) a \$515k seed round led by San Antonio-based **Active Capital**. **Alamo Angels** and **Bill Boebel** also participated in the round.
- [Timebomb](#), a mobile messaging application created to send messages that unlock in the future, [raised](#) \$495k from seven undisclosed investors. The company had previously raised approx. \$1.6M.

### [Austin M&A Activity](#)

- **Personify**, an engagement platform for nonprofits, associations and other groups, [acquired](#) **a2Z**, an events management platform operating out of Baltimore, for an undisclosed amount. The move comes after Personify was [sold](#) by **Rubicon Technology Partners** to **Pamilco Capital** for an undisclosed sum.
- **TeacherTalent**, the lead generation solution for recruiting for K-12 schools, was [acquired](#) by **EBQuickstart**, an Austin-based contract sales and marketing company, for an undisclosed sum, and reorganized the startup as a wholly-owned subsidiary of a new parent company: **QualityPPL**. The company grew its monthly recurring revenue from \$2.5k to just shy of \$200k in about 60 days, and was most recently in the **Sputnik Accelerator Program**.
- **E2open**, an Austin supply chain software company, [completed](#) its acquisition of **INTTRA**, an ocean shipping logistics platform, for an undisclosed amount. E2open was acquired by **Insight Venture Partners** through a public-to-private LBO for \$273M in 2015.

### [Other Regional Deal Activity](#)

- [Essentium](#), a College Station-based 3D printing system that uses thermal welding technology, bridging the gap between 3D printing and machining, [raised](#) a \$24M Series A led by **BASF Venture Capital**
- [ModoPayments](#), a Plano-based payments utility that works with banks, networks, payments processors, and their partners to enable interoperability between systems, [raised](#) a \$13M Series A from **Deutsche Bank** and other undisclosed investors. The company has raised over \$16M to date.
- [Neighborhood Goods](#), a Dallas-based immersive retail and social alternative to the department store, raised an additional [\\$8M](#), just a few months after [raising](#) a \$5.75M seed round led by **Forerunner Ventures**, who was joined by investors **including Maveron, CAA Ventures, Global Founders Capital, and NextGen Venture Partners.**
- Austin-based **Vista Equity Partners** agreed to make a [majority investment](#) in **Wrike**, a San Jose, Calif.-based collaborative work management platform for high-performance teams. Financial terms weren't disclosed.
- **Marlin Equity Partners** [acquired SimplyWell Inc.](#), a Dallas-based provider of health management solutions focused on helping companies improve and simplify the well-being of their employees. Financial terms weren't disclosed.

## [Austin People](#)

- **Telestax**, a real time communications platform-as-a-service, [named Paul Doscher](#) as CEO. Before joining Telestax, Doscher spent over 25 years in executive roles for noteworthy software companies including Oracle, Business Objects, JasperSoft and Lucidworks. Telestax has raised over \$5M to date from investors including **LiveOak Venture Partners.**
- **Hangar**, an end to end drone software platform, [appointed Scott Lumish](#) as its new CEO. Lumish was previously VP of business and corporate development for DroneDeploy in San Francisco. Lumish replaces co-founder **Jeffrey DeCoux**. Hangar has raised approx. \$12.5M from investors including **Interloch Partners** and **Lux Capital.**
- **Mood Media**, providing solutions focused on in-store music, art and design, [hired Stephen Duggan](#) as CFO. Duggan most recently was worldwide general manager of global business services at media giant Viacom. Mood Media's current CFO, **Tom Garrett**, will stay on during a transition period in Q1 2019. Mood Media was acquired by **Apollo Global Management** for \$480M in 2017.
- **AgileAssets**, an Austin transportation management software company, [appointed Sai Machavarapu](#) as VP of engineering. Before this, he was an engineering leader at Deloitte, D&B Hoovers and Accruent.
- [Wondercide](#), a natural pet products company, is searching for a [Director of Ecommerce Technology](#), [Senior Designer](#), and [Digital Media Manager](#) (PPC, SEO, SEM)

## [Austin News](#)

- Austin Startup Funding, Acquisitions and Venture Capital Activity in [November 2018](#)
- [These 5](#) Austin tech companies raised most funding in November
- These 7 Austin tech companies [welcomed new leaders in November](#)
- Taking Stock Of [Austin's M&A Year](#)
- **Dell** resets all customer passwords after [cyber attack](#)
- Austin [ranks in the top 5 housing markets](#) poised for meteoric growth in 2019 according to **Trulia.**
- Austin's astonishing office market — [the biggest owners, the largest deals](#)
- **Apple's** Austin presence [swells to nearly 7,000 workers](#)
- **Firefly Aerospace** has been [selected](#) as one of nine companies that will compete for **NASA** contracts to send small rockets to the moon. The company was acquired by **Noosphere Ventures** in 2017.
- **Brett Hurt**, CEO of **data.world** and cofounder of **Bazaarvoice**: [The Entrepreneur's Essentials #8](#): Bootstrap or VC?
- **TaskUs**, a provider of business process outsourcing which has major operations in **San Antonio**, adds 330 employees In New Braunfels, [seeks 1,000 more in major expansion](#)
- Austin [sours on Lime bikes](#) and orders removal of 1,000 e-scooters

## Upcoming Events

- December 6<sup>th</sup>, [The Medical Device Summit](#)
- December 6<sup>th</sup>, [JBTVL Venture Expo](#)
- December 6<sup>th</sup>, [Texas Digital Summit](#), in Houston
- December 6<sup>th</sup>, [Pets & Money Summit](#)

Thank you!

**Mason Rathe**

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*Think you might be a fit for LiveOak, if I missed a deal, or have feedback, you can reach me at [mason@liveoakvp.com](mailto:mason@liveoakvp.com)*

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

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