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Austin Weekly Deal Highlights

by Mason Rathe

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Last Sunday of 2019 y'all, next time you hear from me we'll be much wiser versions of ourselves in a new decade, with New Year's resolutions mostly intact. Hope you are having the best time over the holidays. See ya 2019, its been a good one!

Austin Financing Activity

- [A Cloud Guru](#), a cloud training provider, raised \$257M of equity funding for its acquisition of Linux Academy, which was [announced](#) last week, from **Bain Capital Tech Opportunities, Elephant, Summit Partners, and AirTree Ventures**. Summit Partners led the company's \$33M growth equity investment back in April of this year.
- [The Zebra](#), an auto insurance comparison platform, [raised](#) an additional \$25M from undisclosed investors. This amount follows the \$13.5M in equity funding that was previously [reported](#) in October. In 2017, **Accel Partners** led the company's \$40M Series B.
- [StoryFit](#), an AI solutions provider that analyzes books and movies scripts to identify target audiences, [raised](#) \$1M in equity and other securities. The company has raised approximately \$4.7M to date from several investors including **ff Venture Capital, LSC Communications, Capital Factory, and Techstars**.
- [Rocket Dollar](#), a fintech platform that helps people invest in self-directed IRAs, [raised](#) \$417K. The company raised \$3.4M seed round in March.
- [Gecko Robotics](#), a robotics provider for industrial equipment inspections with a large Austin presence, [raised](#) \$40M Series B led by **Mark Kvamme** from **Drive Capital**. The company has raised \$49M to date.

Austin M&A Activity

- **Dell (NYSE: DELL)** is [considering](#) buying the remaining 13.8% of outstanding shares of **Secureworks (NASDAQ: SCWX)**, an Atlanta-based cybersecurity company. Dell initially acquired its majority share in 2011, and Secureworks had its IPO in 2016. Earlier this year, Dell [reported](#) that it was exploring a potential sale of its stake in the cybersecurity company. Secureworks market cap is \$1.4B.
- **Trilogy Automotive**, the automotive software division of Austin-based SaaS solutions provider **Trilogy Enterprises**, was [acquired](#) by **J.D. Power**, a Michigan-based automotive data analytics and consumer intelligence company. Financial terms were not disclosed.

Austin People

- **SecureLink**, Austin-based cybersecurity leader for vendor privileged access management, [announced](#) that **Paul Dodd** will be the new Chief Growth Officer and **Laurie Coffin** will be the new Senior Vice President of Marketing. **Dodd** has over 25 years of sales and marketing experience from **Google, Dell, AMD, and Bazaarvoice**. **Coffin** more recently served as Chief Marketing Officer of **Percona**. Her prior experience includes **IXIA, Blue Coat, and Tivoli**.

Austin News

- We are close to hitting \$2B in funding this year, following the \$1.5 billion raised during 2018. [Check out](#) the top deals of each month.
- [Review](#) the top Austin acquisitions of 2019
- Notable company hires in [December](#)
- Austin's biggest economic development stories of [2019](#)

Thank you!
Mason Rathe
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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

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