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## Austin Weekly Deal Highlights

By Mason Rathe - February 17, 2019



Don't freak out, but SXSW is 19 days away...I hope your arranging the most ideal personalized schedule, or putting the finishing touches on a vacation very far away from Austin. This week in Austin tech news, **Pinpoint** and **RapidDeploy** pull in 8 figure rounds, and key executive changes amongst our landmark companies.

### Austin Financing Activity

- [Pinpoint](#), a data analytics platform to help businesses get insights into how their dev and engineering teams are doing, [secured](#) a \$13.5M Series A round of funding led by **Bessemer Venture Partners**. Seed investors **Storm Ventures**, **Boldstart Ventures**, **Bloomberg Beta**, **Slack Fund**, **Social Capital** and **Cherubic Ventures** also participated, which brings the total funding to \$16.5M. The company's headquarters is listed at the Domain, but the CEO, Jeff Haynie, is located in San Francisco according to LinedIn.
- [RapidDeploy](#), an emergency dispatch cloud system founded in South Africa that recently relocated to Austin, [raised](#) a \$12M in Series A financing from **GreatPoint Ventures** and **Samsung NEXT**.

### Austin M&A Activity

- [Strive Logistics](#), the third party logistics and supply chain management platform, which has offices in both Chicago and Austin, was [acquired](#) by **Redwood Logistics**, a third party logistic co. with over \$1B in freight under management. Terms of the deal were not disclosed.

### Austin People

- **Indeed**, the Austin-based careers site, [named](#) **Chris Hyams** as its news CEO. In April, he will replace **Hisayuki Idekoba**, who has been CEO since 2013 and will now be on the board of directors in addition to his role as COO. Hyams was previously president at Indeed, and he was senior VP of product before that. Indeed was acquired by **Recruit Holdings** for approx. \$1 billion in 2012.
- **RetailMeNot**, the digital coupon marketplace, announced three major executive appointments. **Joshua Platt**, the former vice president of product for Nordstrom.com, was named the company's new chief product officer and RetailMeNot followed that up with two internal promotions, naming **Scott Sundheim** as senior vice president of North America marketing and **Seth Randle** as chief counsel and compliance officer. All three will report to the recently announced CEO **Marissa Tarleton**. RetailMeNot was last acquired by **Harland Clarke Holdings** for \$630M in 2017.

- **National Instruments**, the Austin based automated test and measurement systems provider, [appointed Carla Piñeyro Sublett](#) as its first CMO. She was more recently CMO at Rackspace, and she also spent 16 years at Dell. NI IPO'd in 1995 and has a market cap of over \$6B.
- **YETI (NYSE: YETI)** [added](#) an e-commerce expert Mary Lou Kelley to its board of directors. She was most recently President of E-Commerce at Best Buy. Also, Yeti [hits new high](#) on NYSE after surpassing Wall Street's expectations The cooler and other outdoor consumer products provider IPO'd in October, and has a market cap of over \$1.9B.
- **Pivot3**, a provider of intelligent infrastructure solutions, [added Dan Flood](#) as its new vice president of U.S. sales. Flood was previously vice president of sales for Dell EMC's Modern Datacenter Division. The company last closed a \$67M Series C in August 2017 from investors including **Argonaut Private Equity**, **S3 Ventures**, and **Western Digital Capital**.

## [Austin \(and Other Relevant\) News](#)

- **Austin Chamber of Commerce's** [new annual report](#) on venture capital funding in the area
  - Venture capital funding invested in 124 Austin companies in 2018 totaled over \$1,333 million, up 70% over 2017.
  - Average investment per deal was \$10.75 million in Austin, up from \$6.37 million in 2017.
  - Internet companies dominated VC investing in Austin, taking 59% of funding in 2018, compared to 37% nationally.
- **Amazon** [leases](#) big chunk of high-rise under construction in the Domain. They are leasing about half of Domain 10 tower, which will be a total of around 145K sq. ft. -- or four floors. The ecommerce giant already has about 250K sq. ft. in two other buildings at the Domain. This comes as Amazon nixes their HQ2 planned facility in Queens, New York.
- Austin's [10 Makers to Watch](#)
- **Bill.com**, the platform to manage billing, invoices, and payments that has raised over \$230M, [will open](#) a 25,000-square-foot location in **Houston** by spring.
- **Google** [spending \\$13B to grow this year](#), including in Austin
- **VelocityTX Innovation Hub** [Receives](#) City of San Antonio Incentives for Development. The Velocity Center will house the new VelocityTX biomedical sciences innovation center.
- [The 50 Top Startups](#) at **SXSW 2019**
- Shreveport, Louisiana-based **South Highland Ventures**, an investment firm that works on behalf of family offices and private equity funds, [plans to move](#) to **San Antonio** in the coming months. The firm has a track record of pouring capital into Austin-area businesses.
- Austin private lending platform **CrowdOut Capital** is [opening](#) a **Dallas** office with new hire **Stu Bell** leading the branch as managing director. He was most recently with Cypress Growth Capital and Teakwood Capital.
- Local fishermen counted about 16 dockless scooters that had been [thrown into Lady Bird Lake](#)
- With **Facebook** on board, downtown Austin's **Third + Shoal** tower could [sell for record price](#)
- **Aspire Food Group**, an Austin company that makes cricket-based snacks, [make jump to H-E-B](#)

Thank you!

**Mason Rathe**

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