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## Austin Weekly Deal Highlights

by Mason Rathe

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Rest easy everyone, call off the search parties, I am in fact alive and well, although you must have been worried sick after not receiving your Sunday newsletter. I made a judgement call and figured it was best to equip you with all of these enthralling highlights today, as to not distract you from your delightful 3 day weekend. And what a week it was, highlights below! Lastly, you know I'm excited to plug our firm **LiveOak Venture Partners**, and the official launch of our [Venture Advisory Team](#), with startup and tech titans **Lynn Atchison** (Hoovers, HomeAway, Spredfast), **Peter Klante** (Bloomfire), **Dave Rubin** (OJO Labs, Yodle), and **Keith Zoellner** (DISCO) coming on board!

### Austin Financing Activity

- [Shattuck Labs](#), an immunotherapy and biopharmaceutical company, raised [\\$25.4M](#) of venture funding from undisclosed investors. The company has raised approx. \$72M to date from investors including **Rocky Point Ventures** and **Takeda Pharmaceutical Company**.
- [Praetorian](#), a cybersecurity company, [raised](#) a \$10M Series A led by **Bill Wood Ventures** and **McKinsey & Company**. The company [reported](#) \$12.4M in revenue for 2018 with a 3-year growth rate of 179%.
- [Your Fare](#), a platform developer used by restaurants to manage and track sales, [closed](#) a \$2.4M equity round with investment from Texas-based investors including **Houston Angel Network**, **Capital Factory**, and **Texas HALO Fund** as well as **Band of Angels** and **Sierra Angels**. The company was founded in 2015 by **Christopher Monk** and **Meghan McNamara**.
- [Tso Chinese Delivery](#), a Chinese cuisine ghost restaurant that runs on a custom-built vertically streamlined e-commerce, kitchen, and delivery management platform, [raised](#) \$2.3M Seed funding from several investors including **Walter Robb**, former co-CEO of **Whole Foods**, and **Brett Hurt**, co-founder of **Bazaarvoice**.
- [Frankly Organic Vodka](#), an organic vodka producer, [announced](#) a seven-figure investment from **Decathlon Capital Partners**. The investment will support new partnerships, geographical expansion, and product development.

### Austin M&A Activity

- **Enverus**, an energy software and data analytics provider formerly known as **Drillinginfo**, [acquired](#) **RS Energy Group**, an innovative tech company focused on upstream oil & gas operations. Deal terms were not disclosed. **Enverus** is a portfolio company of **Genstar Capital**, and as of last year, it had \$300M in annual revenue.
- **Resideo Technologies** (NYSE: REZI), Austin-based smart-home provider for HVAC tech and security systems, [acquired](#) **Herman ProAV**, a Miami-based audio visual company. Financial terms were undisclosed.
- Austin-based **Digital Turbine**, a mobile app advertising company, [acquired](#) **Mobile Posse**, a Virginia-based mobile ad platform, for \$66M. **Mobile Posse** reported \$55M for 2019 revenue.
- **Code Pilot**, Austin-based platform for deploying AI solutions, was acquired by **AngelList**. Financial details were not disclosed. The company was founded in 2018, and investors include **Tony Charles**, **George Chondros**, **Michael Fletcher**, and **Marguerita Fletcher**.
- **Cawoods Produce Inc.**, an Austin-based produce, dairy, and specialty goods distributor serving Austin and San Antonio markets, was [acquired](#) by **Florida Veg Investments**. Deal terms were not disclosed.

## Other Regional Deal Activity

- [Cysiv](#), Irving-based cybersecurity monitoring and management services provider, [raised](#) \$26M Series A led by **ForgePoint Capital** with participation from **Trend Forward Capital**. The company was founded in 2018.
- [iDonate](#), Plano-based platform provider used by charities and non-profits to fundraise, raised \$8.7M Series B led by **PerformanceEdge Partners** with participation from prior investors. The company has raised \$18.7M to date.
- [Ventanex](#), The Colony, Texas-based transaction management platform, was [acquired](#) by **Realtime Electronic Payments (NAS: RPAY)** for \$50M. Of the \$50M, \$36M was paid at the closing of the deal and up to \$14M may become payable through two separate earnouts
- **METCO Environmental**, a Lewisville-based provider of source emissions testing services, was [acquired](#) by **Align Capital Partners**. The company was previously owned by **TestAmerica**, a subsidiary of **Eurofins Scientific**. Deal terms were not disclosed.

## Austin People

- **LiveOak Ventures Partners** officially [launched](#) our Venture Advisors program. Four startup executives are partnering with the firm including **Lynn Atchison**, former CFO for **Hoovers**, **HomeAway**, and **Spredfast**; **Peter Klante**, Chairman of **Bloomfire**, Board Director of **NSS Labs**, and former CEO at **HyPerformix**; **Dave Rubin**, co-founder and Chief Strategy Officer at **OJO Labs**; and **Keith Zoellner**, current CTO of **DISCO**.
- **WP Engine**, a local Wordpress platform provider, [promoted](#) **Lisa Box** to Senior VP of Corporate Development. Prior to this position, Box was the company's VP of Strategic Alliances and Business Development. Her previous experience includes **Endurance International Group** and **Oversee.net**.
- **Kimberly Storin** was [hired](#) as employee #100 and the first Chief Marketing Officer for **RapidDeploy Inc.**, a cloud-based analytics platform for computer aided emergency dispatch. Previously, Storin was Vice President of Worldwide Marketing for **IBM Cognitive Systems**. [RapidDeploy](#) announced a \$12M Series A last year.
- **Bloomfire**, a customer insights software company, [named](#) **Patrick Davis** as its VP of Sales. He most recently as the company's Director of Strategic Accounts. Before joining the company in 2014, David held the Sales Director role at **Spredfast** and **Sprinklr**.
- **Datical**, a database automation software provider, [named](#) **Dion Cornett** as President. Previously, Cornett was CEO of **ReachForce**. He has prior experience at **MariaDB Corporation** and **Red Hat**.
- **Perkins Coie**, a tech-focused law firm, [opened](#) its first Austin office. Three partners, **Andy Smetana**, **Craig Tyler**, and **Jose Villarreal**, are leading the firm.
- **Phunware**, a mobile app development platform, [announced](#) that **Todd Ruppert** former CEO of **T. Rowe Price Global Investment Services**, joined its advisory board.

## Austin News

- **Austin Chamber** [published](#) its Venture Capital report that shows that 151 Austin area companies secured \$1.7B funding in 2019. This is a 17% increase from 2018.
- [\\$100,000 Investment Challenge](#) at **Black in Tech Summit** in Partnership with **DivInc**
- Austin-based **Future Proof Brands** is [suing](#) **Molson Coors Beverage Company** over federal trademark infringement for creating a hard seltzer product with a similar name.
- **Capital Factory** [released](#) its annual 2019 Diversity, Equity & Inclusion report.
- **Draper Startup House**, a hostel chain that targets entrepreneurs, [announced](#) it is opening its first U.S. location here in Austin.
- [soona](#), a Denver-based fast casual content creation studio, is [expanding](#) to Austin. The company announced that it raised additional \$3.5M seed round led by **Starting Line** and **Matchstick Ventures**. The funds will be used for product development and expansion, specifically to bring the studio experience to Austin. The company has raised \$4.7M to date.
- **Plivo** [expanded to new location](#). The company offers a voice and messaging platform. The Austin office will house its customer engagement teams, from sales to support to account management.
- Australia-based software maker **Atlassian** is close to [signing a big lease](#) in a yet-to-be constructed office building in East Austin
- **UT-Austin School of Information** professor receives [\\$1 million grant](#) for unbiased artificial intelligence research
- [Robotics Arena](#) To Open in Cedar Park

Thank you!  
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Additional research and newsletter support provided by [Stephanie Abt](#)



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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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