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Austin Weekly Deal Highlights for June 10th, 2018 by Mason Rathe

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If it hadn't before, Austin has now firmly planted its flag as a crypto hub. This week, 3 blockchain focused companies pulled in \$20M, with **Altr** raking in the lion share, **Phunware** launched a \$100M token sale, and **McCombs School of Business** was selected for a multi-million-dollar partnership with **Ripple**. Lastly, and possibly most important, blockchain beat out electric scooters for today's intro. Here are your Austin Weekly Deal Highlights:

Austin Fundraising Activity

- **Trust Ventures**, a new Austin-based venture capital firm that is partnered with **Koch Industries**, [raised](#) an initial \$35M to invest in and support innovative startups facing public policy barriers.
- **Altr**, a blockchain based cybersecurity company, [raised](#) a \$15M round after 4 years in stealth. The company raised its funding from institutional and private sources in the cybersecurity, IT, and financial services industries, including participation by angel **John Stafford**, CEO of Ronin Capital.
- **101 Commerce**, an Austin startup that aims to acquire Amazon FBA businesses, [raised](#) a \$12.7M round from investors including **Next Coast Ventures**, **3L Capital**, HomeAway founder **Brian Sharples** and RetailMeNot founder **Cotter Cunningham**.
- **HeatGenie**, developer of self-heating beverage containers, [raised](#) a \$6M funding round led by **ARTIS Labs**. The company has raised approximately \$10M to date.
- **Unchained Capital**, a crypto-finance company that lends cash to long-term crypto-investors, [raised](#) a \$3M seed round from investors including **Michael Komaransky**, formerly of Cumberland Mining; **Brian Spaly**, co-founder of Bonobos and Trunk Club; **Mike W. Erwin** and **Whurley** of Ecliptic Capital; and **Ezra Galston** of Starting Line.
- **SeriesX**, a blockchain based CRM platform, [closed on two rounds](#) of funding, totaling \$2M, from investors including **Shasta Ventures**, **Next Coast Ventures**, and **Capital Factory**.
- **Guidefitter**, an online community for guided hunting and fishing adventures, raised [\\$1M](#) of angel funding from undisclosed investors.
- **Nulo Pet Food**, provider of dog and cat food, received an undisclosed amount of development capital from **Main Post Partners**. The company last raised \$5.5M in February and approximately \$12M prior to this PE round.

Austin M&A Activity

- **Corning Incorporated (NYSE: GLW)** has [entered into agreements](#) with **3M** to purchase substantially all of their Austin-based **Communication Markets Division** in a cash transaction valued at \$900M.

- Austin physical resource management software company **Accruent** has [acquired Maintenance Connection](#), a provider of computerized maintenance management software [and also EMS Software](#). No financial details were provided. EMS helps organizations with conference and meeting room scheduling. Accruent has made 9 acquisitions in the past 2 years.
- **BudURL**, an enterprise link management system, has been [acquired](#) by domain name registry **Donuts**, and rebranded as **BL.INK**.
- San Antonio-based PE firm **Dura Holdings** has [acquired](#) Utah-based **Moki**, a provider of a mobile device management platform, for an undisclosed amount. As part of the acquisition, the headquarters for Moki will relocate from Utah to San Antonio. The company had previously raised approximately \$15M from investors including **Pelion Venture Partners** and **Epic Ventures**.

Other Relevant Deal Activity

- People who hate seeing their cities overrun with masses of stand-up scooters got some bad news. **Bird**, the fast-growing Santa Monica-based scooter sharing startup, has [authorized](#) a \$200M financing round at a valuation of \$1B. Meanwhile, rival **Lime** is reportedly [seeking to raise](#) \$250M.
- [Viziv Technologies](#), a Waxahachie-based developer of wireless power systems to transport electricity over long distances, raised \$6.17M of angel funding from undisclosed investors.
- [Vidatronic](#), a College Station-based developer of energy analog and mixed-signal products for wireless applications, raised \$1.65M of angel funding from undisclosed investors.

Austin People

- **Convey**, a supply chain visibility platform, [makes 4 key hires](#). They name **Kirsten Newbold-Knipp** as VP and CMO; **Michael Miller** as VP, Channels and Alliances; **Kellie O'Malley** as Director, People Operations & Experience; and **John Lebowitz**, Senior Advisor. Newbold-Knipp previously was at Gartner; Miller was most recently at Dell; O'Malley has served at BlackLocus, Vast, Dell, Trilogy and others; and Lebowitz had previously served at Stryker and Dell. Convey also moved into a new downtown office in the historic Hannig Building, and has raised over \$15M to date.
- **Vista Equity Partners** [named Read Simmons](#) as president of Vista Consulting Group, where he'll lead consulting, talent management and other acceleration for Vista's 50-plus portfolio companies. Simmons was previously the director of Bain & Company's private equity practice.
- **Datical**, a developer of database automation technology, [hired Hyrum Smith](#) as its CRO. Smith was previously SVP of North America enterprise sales at OpenText. Datical has raised approximately \$19M to date, and also announced a new HQ in North Austin.
- **RVShare**, a marketplace for renting RVs, [announced](#) HomeAway co-founders **Brian Sharples** and **Carl Shepherd**, and the former chief marketing officer of Southwest Airlines, **Kevin Krone**, to its board of directors. RVshare recently received a \$50M commitment from Austin based **Tritium Partners**.
- **FloSports**, the innovator in live digital sports and original content, [hired Lindsey Ross](#) as Director of Rights Acquisition. Ross was most recently with ESPN as Manager of Programming and Acquisitions.
- **3 Day Startup** [names Alexis Taylor](#) as its new CEO. Taylor has worked with 3 Day Startup since 2013.
- 8 Austin tech companies [welcome new leaders](#) from **ESPN**, **IBM**, **Rackspace** and more

Austin News

- 8 inspiring business people honored with [EY Entrepreneur Of The Year Awards](#), including **Ben Rubenstein**, founder and CEO, and **Michael Lamm**, founder and CFO, **Opcity**; and **Matt O'Hayer**, founder and CEO, **Vital Farms Inc.**
- **Phunware**, a mobile software company, [aims to raise](#) \$100M through coin offering. In February, Phunware announced [plans to go public](#) via a merger. Phunware has raised nearly \$90M since inception.
- **University of Texas System** [ranked No. 3](#) for patents received in 2017
- **SolarWinds** has [filed for an IPO](#), two years after it was acquired for \$4.5B by **Thoma Bravo** and **Silver Lake**

- **UT Austin's McCombs School of Business** part of [\\$50M blockchain innovation program](#) launched by **Ripple**. As part of this program, Ripple, a company that uses blockchain technology to provide real-time international currency transfers, has made a five-year, multimillion-dollar commitment to support McCombs.
- Online retailer **Spreetail** [sets up shop](#) in Austin, plans to hire 100-plus
- Austin-based **Carserv**, a cloud-based software platform for the automotive repair industry, has [partnered](#) with **Lyft** for new loaner fleet option
- [Announcing](#) the **2018 class of Techstars Impact**
- **Car2go** to [move](#) HQ to hip East Austin project. The company was recently acquired by Daimler for \$341M.
- **CIORreview** names **BP3** to [Top 20 Most Promising Robotics Providers](#). The company last raised \$10M of development capital from Petra Capital Partners in 2016.

Upcoming Events

- June 12th, [Bright Perspectives: Transforming Business](#)
- June 12th, [Intro to the Austin Startup Scene & Ask Me Anything](#) with **Joshua Baer** and **Marc Nathan**
- June 13th, [Startup Grind Austin: Forging Your Own Path](#) with **Pingboard's Bill Boebel**
- June 14th, [Austin Fast Start: Bio/MedTech](#)
- June 19th, [SKU Showcase Day 2018](#)

Thank you!

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