Weekly Deals Update

Week Ending 8/11/17

Deals Count		
Sector	**Number of Deals**	**%**
Analytics/IoT	1	4%
Bank Technology / Solutions	2	7%
BPO	2	7%
Financial Management Solutions	2	7%
Healthcare Tech	8	29%
Insurance "Tech"	2	7%
Payments	5	18%
Securities "Tech"	3	11%
Specialty Finance / Alternative Lending	3	11%
Other	-	
Total	**28**	100%

Personal Capital's rapid growth attracts more capital

8/1/17

Hybrid digital wealth management leader Personal Capital today announced that its current investors are providing an additional $40 million of growth capital in an extension of the firm's Series E round at a higher valuation. The investment builds on the $75 million that IGM, a member of the Power Financial Corporation group of companies, invested in Personal Capital in 2016.

The funding comes amid a period of tremendous growth for Personal Capital. The firm now has $4.9 billion in assets under management, after adding $1.4 billion since the start of 2017, and growing average client size from $340,000 to over $380,000 in the same time frame.

"The support and participation from existing investors and IGM/Power Financial has been critical to helping us fulfill our mission of creating better financial lives through technology and people," said Jay Shah, CEO of Personal Capital. "Our rapid growth reaffirms that we are solving a major pain point for consumers by giving them conflict-free advice and full transparency and insight into their financial lives. This additional funding enables us to capitalize even further on our rapid growth trajectory."

With its Series E funds and the new additional financing, Personal Capital will invest in expanding product development and marketing and scaling its advisory force in multiple markets including Dallas, Atlanta, New York, greater Los Angeles and Chicago, while also expanding offices in San Francisco and Denver. The company is also deepening its offerings for specific customer segments such as its Private Client Service, which works with investors with more than $1 million in investable assets, who now comprise about 40 percent of the company's AUM.

"Since we began investing in Personal Capital in the spring of 2016, we've been impressed with the company's unique vision of combining technology and people to fundamentally alter the financial services landscape," said Paul Desmarais III, Vice President of Power Financial Corporation and a member of Personal Capital's Board of Directors. "Personal Capital's combination of best-in-class technology and objective, human-delivered advice is resonating with affluent and high net worth investors. Given the firm's ability to execute on its growth strategies, we're pleased to increase our investment in the company."

The funding extension was led by IGM Financial, part of the Power Financial Corporation group of companies, with participation from other existing investors. Terms of the financing were not disclosed. "We are very excited about the performance of Personal Capital and look forward to its continued growth with this fresh capital," said Jeff Carney, President and CEO of IGM, who led the round for IGM/Power Financial and serves on the Personal Capital Board.

http://www.prnewswire.com/news-releases/personal-capitals-rapid-growth-attracts-more-capital-300497094.html

Eagle Dream Health to be acquired in a $26 million deal

8/1/17

Eagle Dream Health Inc. is to be acquired by Calif.-based NextGen Healthcare Information Systems LLC in a roughly $26 million all cash deal, officials announced Tuesday.

Eagle Dream Health is a health care software analytics company based at 300 Trolley Blvd. in Gates. It employs 28 people in Rochester. The employees will remain with the company under the deal. NextGen Healthcare Information Systems employs 2,900 people.

“As a physician myself, I founded EagleDream Health to make it easier for physicians to receive digestible, data-driven insights that can optimize practice performance,” said Betty Rabinowitz M.D. EagleDream Health CEO, in a statement. “By aligning our robust analytics platform with NextGen Healthcare, we can greatly accelerate innovation in the ambulatory and acute care markets to improve the overall health of patients while also increasing practice profitability.”

NextGen Healthcare is a wholly owned subsidiary of Quality Systems Inc. The firm specializes in electronic record software. The transaction is slated to close this quarter.

“NextGen Healthcare is committed to ensuring our clients can effectively navigate and achieve success within a transforming marketplace,” said Rusty Frantz, president and CEO of NextGen Healthcare.

“EagleDream Health’s sophisticated analytics platform is a catalyst to unlock additional value for our clients, providing a depth of clarity and context that empowers doctors to provide the highest quality of care, regardless of where they are on the continuum from fee-for-service to value-based care.”

The plan is to keep the company in Rochester, but the firm anticipates moving to a larger space and hiring more staffers in the forthcoming months. The name of the combined company is still under discussion, officials said.

http://rbj.net/2017/08/01/eagle-dream-health-to-be-acquired-in-a-26-million-deal/

Flexiti Financial raises $6.25 million

8/1/17

Flexiti Financial closed on $6.25 million of convertible debt financing from undisclosed investors on August 1, 2017.The company will use these funds to accelerate its growth and develop its POS lending platform technology further.

Flexiti Financial is a provider of a Point-of-Sale financing platform which is designed to offer retail lending services. This platform includes instant POS financing, quick credit approval, longer payment terms and revolving credit.

Source: Pitchbook; Deal ID: 92025-91T

Healthtech firm Babyscripts raised $7.87 million of Series B funding

8/1/17

Babyscripts, a developer of a virtual care platform for obstetrics raised $7.87 million of Series B funding in a round led by Ysios Capital on August 1, 2017, putting the pre-money valuation at $7.87 million.

Chemo Group, CG Health Ventures, Aurora Health Care, Kormeli, Arab Angel, P5 Health Ventures and other undisclosed investors also participated in this round. The company will use the funds for expanding its services.

The company's virtual care platform is a vehicle through which the doctor can remain in touch with the expectant mothers and deliver the necessary information and advice to them.

Source: Pitchbook; Deal ID: 89954-29T

Victory Square Technologies Inc. acquires 25% of Insight Diagnostics Inc.

8/1/17

Victory Square Technologies Inc. is pleased to announce that, pursuant to an Investment Agreement executed between Victory Square Health Inc. ("Victory Square Health"), a wholly-owned subsidiary of the Company, and Insight Diagnostics Inc. ("Insight"), Victory Square Health has acquired 25% of the issued and outstanding shares of Insight in exchange for an investment of $100,000 and 5% of the common shares of Victory Square Health (the "Purchase Price").

"We appreciate the position that Insight Diagnostics has gained on the strength of its work in personalized health and Type II diabetes, in particular," said Shafin Diamond Tejani, Chief Executive Officer of Victory Square. "We are excited by the opportunity to partner with them as leaders in this space. This is an acquisition that is fully aligned with our newly created subsidiary, and we can now continue to build on the foundational work to date by the team at Insight."

Insight is developing a personalized diagnostic solution for the improved management and prevention of Type II diabetes and will operate as a frontline affiliate of Victory Square's new health-focused subsidiary, Victory Square Health. Insight CEO Dean Sutton will retain his operating responsibilities and will assume a senior role within Victory Square Health.

"Our team at Insight is delighted to be partnering with Victory Square Technologies and its Victory Square Health subsidiary," said Dean Sutton. "We're certainly inspired by the big picture vision and we're energized by the opportunity to not only continue to develop Insight, but to contribute to Victory Square's vision for making a difference in personalized health."

TERMS OF THE ACQUISITION

The Purchase Price consists of a $25,000 cash investment payable upon execution of the Investment Agreement plus $75,000 payable in services to be agreed upon by the parties. The end result of the transaction will be the Company's indirect ownership of 25% of Insight through its subsidiary, Victory Square Health, with Insight holding 5% of Victory Square Health.

https://www.benzinga.com/pressreleases/17/08/m9860509/victory-square-technologies-inc-acquires-25-of-insight-diagnostics-inc

Fiserv acquires mortgage technology firm PCLender

8/1/17

Fiserv Inc. said Tuesday it has acquired the assets of a Nevada company that specializes in mortgage lending technology. Terms of the deal for PCLender LLC, of Reno, weren't disclosed.

Fiserv, a Brookfield-based financial technology company, said the acquisition would enhance the firm's mortgage origination services. The company said PCLender offers easy-to-use internet-based mortgage software for banks, credit unions and mortgage lenders.

"Rapidly evolving consumer expectations require a seamless approach to banking experiences, including mortgage origination," Jeffery Yabuki, president and chief executive of Fiserv, said in a statement announcing the deal. "PCLender provides Fiserv with a full digital suite of mortgage origination solutions for banks, credit unions and mortgage lenders. We welcome the existing clients and talented team members to our company."

David J. Koning, a stock research analyst for Milwaukee's Robert W. Baird & Co., characterized the acquisition as a small one for Fiserv.

He said in a research note that while the deal won't add much revenue to Fiserv, it is intended to beef up the suite of mortgage origination services Fiserv can offer to financial institutions.

Also on Tuesday, Fiserv reported that second-quarter profits were up 4.2% from a year ago, to $221 million from $212 million, on higher revenue.

http://www.jsonline.com/story/money/2017/08/01/fiserv-acquires-mortgage-technology-firm-pclender/529624001/

SUNRx acquires eAudit Solutions to create comprehensive, compliance-focused 340B solution for covered entities

8/1/17

SUNRx, a compliance-focused 340B contract pharmacy administrator, announced that it acquired eAudit Solutions, which provides 340B software and services to hospitals, to offer covered entities an end-to-end solution by adding split-billing capabilities to 340B contract pharmacy management.

SUNRx and eAudit Solutions have partnered since 2013 to deliver comprehensive 340B administration to hospitals, health systems and federally qualified health centers. SUNRx leads in its hands-on approach to compliant 340B contract pharmacy management, and eAudit Solutions' split-billing and invoice analysis solutions have delivered more than $203 million in savings.

"We have brought to market both compliance and value for covered entities, and together we are even better positioned to drive enhanced value to our clients," said Jill Simoes, General Manager of SUNRx. "This acquisition gives covered entities access to two industry-leading 340B management solutions through one customer-centric organization – and a roadmap of continuing innovation to accelerate savings."

"We have always admired how SUNRx delivers convenience and value to its customers," said Chris Giese, CEO, eAudit Solutions. "Like eAudit Solutions, SUNRx is focused on compliance and high-touch customer service, which aligns the two organizations well both in our shared mission and operational priorities."

eAudit Solutions provides 340B software and services for disproportionate share hospitals, sole community hospitals, critical access hospitals, and children's hospitals. Its split-billing solution manages 340B and non-340B transactions in mixed-use settings to help ensure covered entities' compliance, allowing hospitals to manage inventories in a virtual environment. The eAS Invoice Analysis and Reconciliation System is a real-time web-based tool that identifies, reports and recovers contract pricing discrepancies, delivering a unique value proposition to 340B-covered entities.

SUNRx has extensive experience implementing and managing 340B programs since 2006, and provides industry-leading audit support as evidenced by its positive audit findings. SUNRx offers access to a market-leading 340B-contracted pharmacy network to provide patients with convenient access to 340B medications in support of its clients' 340B programs. Clients have access to comprehensive 340B services and fully automated systems that reduce regulatory risks, safeguard against drug diversion and duplicate discounts, and use lower-of pricing logic to deliver the lowest-cost option available.

The 340B Drug Discount Program is a federal program that requires manufacturers to provide significant discounts for outpatient drugs to eligible healthcare organizations, known as "covered entities". The program is designed to provide financial benefits to covered entities that serve low-income and uninsured patients, enabling them to expand healthcare services and improve access to more affordable medications.

http://www.businesswire.com/news/home/20170801005243/en/SUNRx-Acquires-eAudit-Solutions-Create-Comprehensive-Compliance-Focused

The Eye Scan App raises $1.5 million

8/1/17

The Eye Scan App raises $1.5 million of venture funding from undisclosed investors on August 1, 2017.

The company is a provider of a digital health platform designed to offer innovations in eye care technologies. The company's digital health platform measures the refractive error and eye alignment through its application TESA.

This helps in enhancing the accuracy and efficiency of eye examination for the doctors.

Source: Pitchbook; Deal ID: 92080-63T

Skyline Medical to merge with CytoBioscience

8/1/17

Skyline Medical Inc. (NASDAQ: SKLN), producer of the FDA-approved STREAMWAY® System for automated, direct-to-drain medical fluid disposal, announces the signing of a definitive agreement to merge with CytoBioscience, a privately held biomedical company. Under the terms of the agreement, Skyline will pay the owners of CytoBioscience at closing 19.8% of the outstanding common shares, which based on today's outstanding shares would be 1,234,086 shares with a current value of approximately $1.9 million, plus shares of Class C, D and E non-convertible, non-voting preferred stock with a total liquidation preference of $22.7 million. The acquisition has been approved by the boards of directors of both companies and is expected to close by September 30, 2017, subject to customary conditions.

Based in San Antonio, Texas, CytoBioscience creates and manufactures instruments used in human cell research for drug development. It has a world-renowned scientific and technical staff, collaborative partnerships with leading pharmaceutical companies and strategic alliances with key groups and academic institutions. Its ion channel instrument was selected by the U.S. Food and Drug Administration (FDA) for its own cardiac safety testing on preclinical new drug compounds. CytoBioscience's current order backlog is $6 million primarily in contract research work.

"This merger is transformative to Skyline Medical as it fulfills our goal of broadening our company's business and brings immediate and meaningful revenue. It also brings a host of important medical center customers and relationships, including a Who's Who in pharmaceutical product development, that we can leverage to increase awareness of the STREAMWAY System and generate sales," said Dr. Carl Schwartz, chief executive officer of Skyline Medical. "Skyline Medical and CytoBioscience's shared commitment to providing products and services that ensure the best possible patient outcomes will drive our operations and our strategic planning."

Dr. Schwartz added, "With an exceptional intellectual property estate, CytoBioscience provides cell lines for ion channel safety testing to large pharmaceutical and biotechnology companies, a business that is expected to expand with FDA's new requirement that all drugs be tested for cardiac safety. In particular, CytoBioscience's contract research business has been growing rapidly and will allow Skyline investors to participate in this exciting sector. More than $50 million has been invested in CytoBioscience to date, much of it in the early days through grants by the government of Germany. We are delighted to bring these capabilities and relationships to Skyline and are very excited about the potential for our expanded operations."

CytoBioscience designs and manufactures instruments for ion channel screening and protein solubility analytics, and has 11 U.S. and international patents on these technologies. It also provides in vitro contract research services and the cell lines, buffers, solutions and microchips used in the instruments it manufactures and in other instruments. In addition, it offers the only low-cost disposable shipping unit that can transport live cell, MEA plates or tissue samples within one-tenth a degree of 37°C for up to 100 hours.

Dr. James Garvin, chief executive officer of CytoBioscience, said, “This business combination is a positive for all parties as we leverage the strengths of each company to achieve greater success than either of us could alone. CytoBioscience is the leading provider of ion channel screening services in support of the CiPA initiative, which is intended by the FDA to move safety pharmacology from a predominantly pharmacodynamics approach to in silico and in vitro toxicity assessment. We are looking forward to converting our existing backlog to revenues and to accelerating the growth of our business. In addition, the STREAMWAY System represents a compelling solution to the problem of medical fluid waste disposal, and we are pleased to tap our network of contacts to raise awareness and drive sales.”

Upon the closing of the acquisition, Dr. Garvin will be named President of Skyline Medical and will be appointed to the Skyline Medical board of directors. Dr. Schwartz will remain chief executive officer and a director of Skyline. CytoBioscience’s 24 employees will continue to work in San Antonio and Skyline Medical’s headquarters will continue to be in Minneapolis.

https://www.streetinsider.com/Corporate+News/Skyline+Medical+%28SKLN%29+to+Merge+with+CytoBioscience/13188612.html

eazyScripts announces closing of Series A funding with Bluff Point Associates

8/2/17

eazyScripts, a leading provider of e-prescribing software for telemedicine, announced today that it has completed $2 Million in Series A financing through private equity firm Bluff Point Associates.

"This will be my second opportunity to work with Bluff Point Associates. We are very pleased that they believe in our growth potential as much as we do," commented Reed Liggin, CEO of eazyScripts. "We see tremendous interest and excitement among telemedicine providers for our e-prescribing platform. The availability of this funding will allow us to capitalize on market opportunities, and rapidly move forward with our product enhancement strategy."

eazyScripts' e-prescribing solution was built to address the specific needs of telemedicine providers, with a user experience that is fast, efficient and intuitive. eazyScripts' clients are saving time, increasing patient volume and improving patient and provider satisfaction. The modern look and feel of the solution enables providers to begin using it without any training. Additionally, the solution is adaptable to a provider's preferences and runs on desktops, laptops, tablets and smartphones.

As part of the transaction, Bluff Point Associates Managing Director Kevin Fahey will join the eazyScripts Technology Board of Directors. "Having worked with Reed Liggin during the funding and acquisition of his former company, RazorInsights, we are confident that his leadership will be instrumental in the future success of eazyScripts. We are very excited about this partnership and believe that eazyScripts is well positioned for tremendous growth and taking e-prescribing to the next level," Fahey said.

https://www.benzinga.com/pressreleases/17/08/p9861075/eazyscripts-announces-closing-of-series-a-funding-with-bluff-point-asso

Veritas Genetics acquires Curoverse to enable AI push

8/3/17

Veritas Genetics,a leader in whole-genome sequencing, has acquired computing and bio-informatics firm Curoverse for an undisclosed amount. Curoverse provides infrastructure for life sciences companies to manage large datasets, including an open source platform called Arvados.

The acquisition isn't totally unexpected, since the two companies have a strong existing relationship. Not only were both companies cofounded by Harvard professor Dr. George Church, but Veritas and Curoverse have worked together on Harvard's Personal Genome Project.

"There are very few companies in the world that have the expertise and experience of more than a decade in aggregating genomic data and enabling machine learning," Church said in a statement. "I am pleased to see these two teams work even closer together. They not only share a common technological goal but also a commitment to making this invaluable information actionable and accessible."

Veritas offers whole genome sequencing for $999 and delivers results to customers' smartphones. The goal of the acquisition is to use Curoverse's big data expertise to enable Veritas to more easily use artificial intelligence and machine learning to extract insight from that genomic data.

"At Veritas, we are building a platform to sequence, and more importantly, interpret hundreds of thousands, and eventually millions, of human genomes per year," Veritas CEO Mirza Cifric said in a statement. "This will only be possible by deploying AI and machine learning at scale, which requires data that is produced, stored and managed in a standardized way. Curoverse excels at this capability. Working closely together will not only benefit Veritas, but the industry as a whole."

Through initiatives like Arvados and the Common Workflow Language project, Curoverse has been involved in efforts to standardize the way genomic data is produced and aggregated. Veritas intends to continue supporting the goal of open standards for genomic data.

http://www.mobihealthnews.com/content/veritas-genetics-acquires-curoverse-enable-ai-push

Neyber closes £21 million in Series C funding

8/4/17

Neyber, a London, UK-based fintech company, closed a £21m Series C funding. The round, which brought total funding to £34.5m, was led by Wadhawan Global Capital with participation from existing investors. The company inrends to use the funds to continue to expand operations and accelerate growth.

Co-founded by Martin ljaha, Monica Kalia, and Ezechi Britton, Neyber provides a financial wellbeing platform for UK employees to support their workforce's financial wellbeing with access to salary-deducted loans and financial education insights, at no cost or risk. The company is also working to introduce a savings proposition where employees can also save directly from their salary.

To date, Neyber has lent £50m+ out to customers with 700K members having access to the platform. The company has a team of approx. 60. Clients include the UK Police Service, London City Airport, Anglian Water, NHS Trusts and FTSE listed firms.

http://www.finsmes.com/2017/08/neyber-closes-21m-series-c-funding.html

Linedata acquires outsourcing firm QRMO

8/7/17

Linedata has expanded its outsourcing business into Asia with the acquisition of Quality Risk Management & Operations (QRMO), a provider of outsourced middle-office, shadow accounting and risk monitoring services to the asset management and securities industries.

QRMO was set up in 2006 and is based in Hong Kong. It services over 30 hedge funds, wealth management firms and retail funds with combined assets under management of $5 billion. Its 30 staff will move across to Linedata.

"This acquisition is part of a targeted, strategic plan for Linedata to develop an expansive geographic presence across key markets," the company states.

It follows on from the acquisition of Gravitas, a US-based provider of middle office and technology services, in January 2017.

Anvaraly Jiva, founder and CEO of Linedata, describes QRMO as "an exciting and powerful addition to the Linedata business, particularly as more and more financial institutions look to outsource".

http://www.bankingtech.com/937262/linedata-acquires-outsourcing-firm-qrmo/

Digital bank Tandem to acquire banking arm of UK's famous luxury department store Harrods

8/7/17

Following rumours that began circulating within London's fintech community as far back as June, digital-only or so-called 'challenger' bank Tandem has announced that it has signed an agreement to acquire Harrods Bank, the banking arm of the U.K.'s most famous luxury department store. Terms of the deal aren't being disclosed, and the transaction remains subject to regulatory approval.

Under the agreement, Tandem says it will acquire 100 per cent of Harrods Bank and benefit from around £80 million of capital coming into the business. On completion — and presuming U.K. regulators don't wave a red flag — Harrods bank will operate under the Tandem brand.

In addition, Tandem says the acquisition will accelerate the launch of savings accounts to customers, pegged for before the end of the year. Tandem's app — which doesn't yet offer a bank account but instead is a Personal Finance Manager (PFM) of sorts. designed to help you manage your money — is available in the iOS App and Google Play Stores, whilst Tandem credit cards are set for launch in "the next few months".

According to City AM, the acquisition will give Tandem a much-needed push against a number of other rival U.K. challenger banks, such as Atom, Starling and Monzo, "with a near-£200m loan book and over £300m of deposits," even if Harrods Bank, owned by Qatar Holdings, is itself loss-making.

The proposed deal also comes after a somewhat shaky time for Tandem. Last December it announced that it had secured a £35 million investment from department store House of Fraser, owned by China's Sanpower. However, restrictions on capital leaving China led to part of the investment being withdrawn and Tandem eventually losing its own banking license and having to re-jig the business, including layoffs. Acquiring an existing licensed bank may be a quicker way to get its own regulatory status back on track.

https://techcrunch.com/2017/08/07/tandem-harrods-bank/

Crop Pro raises $8 million in Series A

8/8/17

Des Moines-based Crop Pro announced it has raised $8 million in a Series A round led by agriculture investors Finistere Ventures and Seed 2 Growth Ventures (S2G), with participation from specialty insurer GuideOne Insurance.

Crop Pro will use the investment to expand its team and speed the development of products and services that bridge the gap between agricultural and financial technologies. Also, the company announced that it is the first Ag venture-funded insurance provider to earn approval from the US Department of Agriculture (USDA) to offer Federal crop insurance products to farmers.

https://coverager.com/crop-pro-raises-8m-in-series-a/

Aduno increases stake in Contovista from 14% to 70%

8/8/17

Aduno Group, which specialises in cashless payments, has increased its share in the fintech start-up Contovista to 70 percent. The other 30 percent remains in the hands of the founding shareholders. The amount of the transaction has not been disclosed.

In 2015, Aduno held a 14 percent share in the start-up and now has increased this to 70 percent through the purchase of shares from Contovista's angel investors Thomas Dubendorfer, Luzius Meisser and Myke Naf. Contovista was established in 2013 and specialises in the evaluation and visualisation of financial data. It currently serves eighteen banks in Switzerland.

As a result of the acquisition by Aduno, Contovista's management changes as follows. Martin Huldi, CEO of Aduno Gruppe, becomes CEO of Contovista and Daniel Anders, Chief Operations Officer, will become a member of the management board. Roland Zwyssig, Chief Marketing Officer of Aduno Group, has been a member of the management board of Contovista since 2016. The founders of Contovista Gian Reto a Porta and Nicolas Cepeda will remain members of the management board.

https://www.telecompaper.com/news/aduno-raises-contovista-stake-to-70--1207209

Buoy Health raises $6.7 million, plans to work with payers and providers

8/9/17

Buoy Health, makers of a machine learning-powered next generation symptom checker, has raised $6.7 million in a round co-led by F Prime (the venture arm of Fidelity) and an undisclosed strategic investor in the payer space. FundRx and various angel investors also contributed.

"The unfortunate thing about trying to use Google [for symptoms] is the information you find is the information you find is either accurate or convincing, but never both," CEO Dr. Andrew Le told MobiHealthNews. "The accurate stuff like WebMD is so generic that it doesn’t do anything. Then people turn to more specific searches, which leads them to sites like Yahoo Answers. ... Those forums are so specific that if you find something that sounds like you, it’s really convincing — but probably not accurate. This leads you to get into this downward spiral of cyberchondria and uncertainty about what to do."

Le says the problem with the existing first generation of symptom checkers, like the recently sold WebMD, is that they rely on a simple decision tree ("like a really bad Choose Your Own Adventure book").

"If we could have replaced doctors with simple decision trees we would have done that hundreds of years ago," Le said. "But the way that a doctor thinks and reasons is much more complex than a simple tree format and we’re trying to replicate it." Buoy is a more dynamic, interactive engine built from a data set of 18,000 clinical encounters.

"What our program does is we’ve built an immense granular database of symptoms, risk factors, and diagnoses from over 18,000 clinical cases we read by hand, which looked at 5 million patients and the way they presented, with diagnoses," Le said. "What that allowed us to do is, after you put in your first symptom, is say which question of the 30,000 possible questions in our database has the highest statistical influence on what’s going on with you. It presents that question, you answer it, and it does the same thing in realtime again. So after a few minutes we get a pretty good understanding of what’s going on with you and we present to you three diagnoses at maximum and what to do about them."

The system rolled out in March and has picked up good traction, with about 8,000 visitors a day, 300,000 visitors total, and a 38 percent week-over-week growth. The company has also seen good data -- a 500-person clinical trial found that Buoy was able to match the diagnosis of urgent care patients to their doctor's diagnosis 90.9 percent of the time, and the company has conducted head-to-head studies with other symptom checkers that show Buoy competing favorably as well.

The next step for Buoy is to partner with payers and providers (including both traditional health systems and newer provider models like telemedicine companies and walk-in clinics) to be able to send users to a particular avenue of care based on their interaction with Buoy. The company makes money by whitelabeling the product to sit in payer and provider portals and websites, but the vision of the company is to keep building out the product until it is everpresent through a patients' healthcare journey.

"With this money, we're helping build the tools and the pipes to build that next step seamlessly and easily," Le said. "So, if you're sick and you're saying 'I need to go to urgent care, or to telemedicine, or to my primary care doctor', the next logical step would be to connect with providers who can provide services if you are indeed needing them. Part of this funding will be geared toward building the pipes for patients to take that next step, by picking partners in specific cities and across America and helping those people take the next step in their journey."

http://www.mobihealthnews.com/content/buoy-health-gets-67m-plans-work-payers-providers

Railsbank raises $1.2 million in a round led by Firestartr

8/9/17

Railsbank, a relatively new fintech startup co-founded by CEO Nigel Verdon, who previously founded money exchange and payments platform Currencycloud, has raised $1.2 million in a funding round led by seed investment firm Firestartr.

The company, yet to see its full launch and over a year in the making, offers what it describes as an open banking and compliance platform aimed at other companies, including other fintechs, that have global banking requirements that need to be accessed programatically via an API.

Other backers in this round include Kima Ventures and a number of notable angel investors such as Peter Jackson (CEO WorldPay U.K.), Tim Levene (Betfair, Augmentum Capital) and Phillip Riese (former Chairman of Zopa).

It follows an earlier angel investment in September last year, including from the former head of Google Wallet in Europe who, I'm told, wanted something akin to Railsbank when he was running Google Wallet. That's because the unnamed bank Google Wallet ran on top of could not easily deliver on the promise of pan-European banking via an API.

"The problem with accessing global or regional wholesale transaction banking services from traditional suppliers (e.g. HSBC, Citi, BAML, Deutsche etc.) is that it takes 3-9 months to open each bank account, up to 9 months to technically connect (as each API is bespoke to the customer) and customers have to sink vast Capex expenditure to make this happen, before a single transaction is done. That is if the bank will even bank you!" Verdon tells me.

The main issues behind this holdup and expense is legacy technology that most incumbent banks run on, and the thorny issue of compliance. The latter means that friction isn't just caused by technology alone but the need to comply with the law and cumbersome systems in place to ensure global banking does so. "Neither are changing anytime soon," teases Verdon.

It is here — at the intersection of technology and compliance, and by using technology to scale compliance — that Verdon and Railsbank's other founder Clive Mitchell, who is also a fintech veteran, see an opportunity. The resulting banking and compliance platform connects together a global network of partner banks for companies who want API access to global banking. "Access to global transaction banking with 5 lines of code," akin to something like Stripe for banking, is the Railsbank mantra.

Specifically, the platform provides companies with a range of wholesale banking services, including IBANs, receiving money, sending money, converting money, direct debit, issuing cards, and managing credit through APIs. "Our tech solves the legacy issue by hiding it," explains Verdon.

However, along with the Railsbank CEO's insistence internally that its API should be considered its UX — since developers are the startup's end user — the secret sauce is that compliance has been baked in from the start. This sees all transactions that are initiated through the platform stay in line with compliance policy enforced through what Railsbank calls its unique "Compliance Firewall".

"For the first time, the partner and/or customer's compliance manual is live and active and not a PDF stuck in a drawer," claims Verdon. "Every transaction (on-boarding, opening an account, receiving money, sending money, issuing a card, issuing credit etc.) has to pass through the Compliance Firewall and has to comply with compliance policy".

To that end, the types of companies or fintech startups that could utilise Railsbank are far-ranging and Verdon says that every day the company is discovering new use-cases. (It offers a sandbox, including live account generation, to try out the platform.)

One example is a regulated investment company that needs modern API access to its banking. This could include creating accounts, receiving money, sending money etc, so that they can implement straight through processing.

Another is a lender that wants to offer a 'banking lite' current account to gain more data on an individual customer's behaviour to lower the lending risk and possibly even the lending rates.

Or perhaps an Amazon merchant who wants to sell on Amazon's European stores but needs to demonstrate compliance controls to a banking partner. They could use Railsbank to show they only accept money from Amazon including surfacing Amazon Marketplace data (via Amazon's API) on what goods were sold for each Amazon settlement.

https://techcrunch.com/2017/08/09/railsbank/

FLEETCOR completes acquisition of Cambridge Global Payments

8/9/17

FLEETCOR Technologies, Inc. (NYSE: FLT), a leading global provider of commercial payment solutions, has closed its acquisition of Cambridge Global Payments ("Cambridge"), a leading B2B international payments provider, for approximately $690 million. The purchase agreement was previously announced on May 1, 2017.

Cambridge, founded in 1992, processed $25 billion in B2B cross-border payments in 2016, helping more than 13,000 business clients make international payments to suppliers and employees. Cambridge's proprietary technology serves the needs of SMB and mid-cap businesses, enabling its clients the flexibility of making wire, EFT, draft and check payments in over 140 currencies. Cambridge's headquarters will remain in Toronto, Canada.

The acquisition of Cambridge provides FLEETCOR with entry into the $145 billion B2B cross-border payments market. The addition of Cambridge's global corporate payments capabilities will enable FLEETCOR to pay both domestic and international AP payments for the same client, a significant differentiator in the commercial marketplace.

http://markets.businessinsider.com/news/stocks/FLEETCOR-Completes-Acquisition-of-Cambridge-Global-Payments-a-Leading-B2B-International-Payments-Provider-456080

CoreLogic acquires Myriad Development

8/9/17

CoreLogic has acquired Austin, Texas-based Myriad Development. Terms of the deal were not disclosed.

The combined assets of Myriad's automated underwriting platform with property data from CoreLogic will create a proprietary solution that will transform and modernize underwriting for the insurance industry, according to statement from Irvine, Calif.-based Corelogic.

Myriad specializes in business process management products and services for large insurance carriers, real estate companies and government agencies. CoreLogic is a global property information, analytics and data solutions provider.

http://www.insurancejournal.com/news/southcentral/2017/08/09/460722.htm

Socure grabs $13.9 million in funding, eyes market growth

8/9/17

Digital identity verification company Socure announced news this morning (Aug. 9) that it closed a Series B funding round for $13.9 million. The financing — from firms such as Synchrony Financial, Work-Bench, Flint Capital and Two Sigma Ventures — will be geared toward building scale, increasing infrastructure and seeking what it termed as “new untapped markets.”

Socure said in a news release that the financing raised to date (which includes the latest round) comes to $27.5 million. The previous capital raise was in December of last year, which, as a Series A-1 round, helped support product innovation.

The latest funding round was led by Commerce Ventures, along with participation from a slew of other firms, including Synchrony Financial, Work-Bench, Flint Capital and Two Sigma Ventures, along with several others.

The firm also called digital commerce a “market mandate,” with a need for companies to adopt and adapt to bringing on board new customers through this avenue or “risk limiting revenue growth.”

Against this backdrop, security and fraud prevention are issues at the forefront in financial services, said Socure, which maintained that it has continued to leverage its machine learning and artificial intelligence offerings, as traditional digital identification techniques are no longer as useful as they once were in combating fraud. In addition, Socure said it will announce its latest platform, along with a new as-yet unnamed partnership at the conference FinovateFall early next month.

In a statement, Sunil Madhu, the company’s chief executive officer and co-founder, stated that “Socure’s market success illustrates an increasing appetite for digital identity verification solutions to meet the demands of today’s digital businesses and demanding digital consumers. The funding will help us meet the increasing demand by accelerating market penetration in current and new markets, while maintaining our leadership position in the digital identity verification market.”

http://www.pymnts.com/news/investment-tracker/2017/digital-identity-co-socures-13-9m-funding-round/

StreetShares raises $10.3 million for “Shark Tank meets eBay” approach to P2P lending

8/10/17

Alternative lending platform StreetShares raised $10.3 million in a venture round this week, writes Finovate (Banking Technology ‘s sister company).

The funds come from an undisclosed investor and bring the Virginia-based company’s total funding to almost $20 million since it was founded in 2013.

StreetShares describes itself as “Shark Tank meets eBay” because it serves as a platform where small business owners pitch their loan requests to the community of StreetShares investor members.

Founded by military veterans, StreetShares is focused on offering financing for small businesses run by military veterans and their families, but serves non-veteran run small businesses, as well.

The company offers loans with terms ranging from three to 36 months and lines of credit ranging from $2,000 to $100,000. Investors can lend from $25 to $100,000 in Veteran Business Bonds and earn 5% interest.

Last year, the company began leveraging Title IV (Regulation A+) of the JOBS act to allow unaccredited investors to lend to small businesses. It is now one of only a handful of P2P lending platforms open to unaccredited investors.

http://www.bankingtech.com/940522/streetshares-raises-10-3m-for-shark-tank-meets-ebay-approach-to-p2p-lending/

PayPal to acquire Swift Financial to bolster small business lending

8/10/17

Global payments processing company PayPal announced this morning that it has agreed to acquire Swift Financial, which provides small business owners with working capital. Terms of the deal were not disclosed, but the acquisition will give PayPal better tools to expand its own Working Capital product.

For PayPal, the acquisition should bolster a portion of the company's business that has seen increased competition over the years. It first launched a Working Capital product for businesses back in 2013, and since then has seen competitors like Square and Kabbage emerge as offering their own credit lines to small business customers.

With that in mind, PayPal has acquired Swift to add to its own underwriting capabilities and expand the amount of data it can use to assess the creditworthiness of its customers. Doing so should expand the amount of capital it makes available.

"We know and value Swift's technology platform and people, and we believe their talent and capabilities will further strengthen our overall merchant value proposition," PayPal's Darrell Esch wrote in announcing the deal. "Building upon an existing commercial relationship, the acquisition of Swift Financial will enable us to better serve small businesses by enhancing our underwriting capabilities to provide access to affordable business financing solutions to more businesses to help them grow and thrive."

Since being founded in 2006, Swift Financial has provided funding to more than 20,000 small businesses, according to its statement announcing the deal. That's not bad for a startup, but clearly PayPal will give Swift massive distribution and the ability to reach more companies that it works with.

In its announcement, PayPal says it has provided access to more than $3 billion in funding to more than 115,000 small businesses since it launched PayPal Working Capital. The companies expect the acquisition to be completed later in the year.

https://techcrunch.com/2017/08/10/paypal-acquires-swift-financial/

Vyze raises $13 million to accelerate hiring plans

8/10/17

Today, Austin fintech startup Vyze announced another $13.1 million in venture capital, following last year's $13 million funding round.

Austin Ventures led the Series C round, which now puts the company's total capital raised to $48 million since its launch in 2008. Last year's round was also led by the local VC, and as part of today's deal, Vyze welcomes Ken DeAngelis, co-founder and general partner at Austin Ventures, to its board of directors.

"We're seeing significant traction for our multi-sided technology platform that connects lenders, retailers and consumers," said CEO Keith Nealon. "It's a clear win for everyone in a tough retail landscape. Retailers gain access to multiple credit solutions to better serve all their customers and drive continuous growth — and lending partners reach consumers they could never reach otherwise. Most importantly, consumers gain access to new purchasing power when they need it most." Fathom Capital and Starvest Partners also participated in the funding round.

Vyze's cloud-based solutions make it easier for retailers to offer financing payment options to their consumers with higher credit approval rates. The company reported more than doubling its client base over the past year while increasing the finance volume through its solution by 700 percent.

Vyze partners with more than 2,000 stores throughout the country, and it continues to grow the number of lenders available for credit and loan options. Nealon said Vyze's platform strengthens retailers' approval rates upward of 80 percent.

"Vyze is bringing much needed innovation to the retail financing market with a platform that optimizes the entire industry, similar to a service like Airbnb in the lodging industry," said Austin Ventures' Chris Pacitti in a statement. "Building out this type of optimization for a marketplace is not a trivial task, but Vyze is now at the point where network effects are starting to yield the exponential growth promised by the model." The funding will be used to expand the 45-odd person team by another 20 heads.

"Vyze is now at a tipping point where we have a robust supply of both lenders and retail partners," said Nealon. "This new round of financing will support our increased growth, and we are actively hiring Austin talent in technology, sales and marketing, and research and innovation."

http://www.builtinaustin.com/2017/08/10/vyze-pockets-another-131m-led-austin-ventures

Glint raises £3.1 million

8/10/17

Glint, a stealthy London fintech startup that promises a new "global currency," has raised £3.1 million from a plethora of individual backers in the financial services and asset management space, alongside early-stage investor Bray Capital.

They comprise Haruko Fukuda, former CEO of the World Gold Council and NED of Investec Bank; Oliver Bolitho, formerly Chairman of Goldman Sachs Asset Management Asia; Hugh Sloane, co-founder of asset manager Sloane Robinson; and Lord Flight Of Worcester, formerly of Guinness Flight Global Asset Management.

The Glint website describes the startup as "a new global currency, account and app" and says it will make your money "reliable and independent" and give you more control in the way you "store, spend, exchange and transfer money". If that all sounds a bit vague —
aside from alluding to a new (and more) stable currency tied to a payments app — it's probably intended to be. The company isn't pegged to launch until the last quarter of this year.

However, I understand that Glint will offer a frictionless way to both store and spend your money in gold, including at the point of sale, just like a regular local currency. The bigger picture is that gold historically has been a better storage of value than any government-created currency, and therefore — with the aid of technology — is (arguably) a good candidate for an alternative global currency. The startup has already been authorised and is regulated by the U.K.'s FCA, under, presumably, an Electronic Money Institution license. Meanwhile, Glint's founders both know a thing or two about gold.

CEO Jason Cozens co-founded GoldMadeSimple.com, a website that helps clients buy and sell physical gold and have it stored securely or delivered. He also previously founded two other companies: Visuality — where he is said to have pioneered Virtual Reality, e-commerce and online marketing, selling to ERP software company McGuffie Brunton — and Bite, a digital marketing agency.

Glint COO Ben Davies is said to have over 17 years' experience within international financial and commodity markets. He was the former head of trading at RBS Greenwich, and co-founded Hinde Capital in 2007, an alternative investment management company specialising in precious metals.

https://techcrunch.com/2017/08/10/glint/

LendingRobot, NSR Invest merge to create new roboadvisor

8/10/17

Alternative investing service NSR Invest will combine with roboadvisory LendingRobot to form a new roboadvisor platform in the alternative lending space, the companies said today.

"The two companies were formed with very similar services in mind," Bo Brustkern, CEO of NSR Invest, told Bank Innovation. "NSR was a tool for the more sophisticated investor, the tinkerer who really wanted to have their hands on the investment process. LendingRobot was built less for the tinkerer, more for the everyday investor," What we want to do is keep the best of both."

NSR Invest's parent company, Lend Core LLC, acquired the parent company of LendingRobot, Algorithmic Inc. leading to the merger between NSR and LendingRobot. The acquisition amount was not disclosed. In the short term, the two services will continue to operate on their own as two independent brands.

For now, the combined entity will focus its attention on the LendingRobot Series fund, said Emmanual Marot, CEO of LendingRobot. The Series is a robo-fund which allows clients more flexibility than a traditional fund.

"It's a one-step solution. People can invest in multiple platforms at once, and it's structured like a private fund," Marot told Bank Innovation, of the Series. "Investors can choose aggressive or conservative, short-term, long-term, and every Wednesday we send an update of what's happening in the fund. We notarize those records and embed them on the blockchain for full transparency."

Currently, NSR Invest and LendingRobot have a combined 10,000 clients, according to Brustkern, excluding clients who doubled up, with accounts on both services.

"In the future, we will consolidate the brands, the technology, and we will have a single unified [platform]," said Brustkern. "We want to create the best possible expansion of the service."

Brustkern will serve as CEO for the combined companies, while Marot will stay on as a special advisor.

https://bankinnovation.net/2017/08/lendingrobot-nsr-invest-merge-to-create-new-roboadvisor/

Coinbase raises $100 million

8/10/17

Coinbase has had a pretty crazy six months. It may be hard to remember, but at the beginning of 2017 the cryptocurrency world was a different place. Bitcoin was below $1000 per coin and the entire market cap for all cryptocurrencies was about 7x less than it is today. Since then, the market has surged. And as arguably the most established wallet and exchange service that exists today, Coinbase has been in the right place at the right time to capitalize on the excitement in the industry.

So, to support this growth Coinbase has raised $100M in Series D funding led by IVP, with participation from Spark Capital, Greylock Partners, Battery Ventures, Section 32 and Draper Associates. The funding gives the digital currency startup a post-money valuation of $1.6B.

While Coinbase had previously raised a total of $106M, it's been two and a half years since their last raise – which was their $75M Series C round in early 2015. But it seems that the wait paid off, as the recent growth allowed the startup to nearly triple their valuation to $1.6B, from a rumored $500M in 2015.

So just how explosive has this growth been? Coinbase has facilitated almost $15B in digital currency exchange in just the first half of 2017, which is 5x more that was exchanged in the entirety of 2016. At this pace, the startup may see a 10x increase in transaction volume from full-year 2016 to full-year 2017. The chart below helps put this growth in perspective.

And during this same six-month period the startup has also had a 4x increase in new customers signing up for the platform. But of course, with insane growth comes growing pains.

The exchange has experienced some downtime over the last few months, which they attributed to degraded performance related to "unprecedented volume". Customer service response times have also been a big issue, but the company has acknowledged this and is working getting response times to below 6 hours by Q3 2017, and phone support for at least some percentage of the customer base by Q4. They also said that some of this new funding will support scaling customer support and engineering teams.

Of course, there's also been a lot of good. The exchanged added support for Ethereum in 2016 and Litecoin in 2017, and have been open about the fact they want to add many more cryptocurrencies in the future. And on the product front, GDAX recently added margin trading to appeal to professional traders, and Coinbase is planning on opening a GDAX office in New York City to continue building relationships with institutions and professional traders.

So, what's next for Coinbase? Besides the expected goals – like improving customer support and adding new cryptocurrencies when the market supports them, Brian Armstrong, cofounder and CEO of Coinbase, hinted that he sees the company beginning to transition into phase three of its "master plan" – which is described as building a consumer interface for digital currency apps that can potentially reach 100M people.

And he's right – the next year or so will determine whether cryptocurrency breaks into the mainstream, aided by technology that helps make it accessible to the average consumer, or remains a relative niche within the technology and finance community.

https://techcrunch.com/2017/08/10/coinbase-raises-100m-at-a-1-6b-valuation-amid-explosive-growth/

Austin's Accruent acquires software firm Lucernex

8/10/17

Austin-based software maker Accruent has acquired another Texas software company, Plano-based Lucernex Inc. Financial terms of the deal were not released.

Lucernex makes cloud-based workplace and real estate management software and products. It has between 51 and 100 employees and has raised about $9 million in venture funding since its founding in 2000, according to Crunchbase, the online technology database.

"Lucernex is a perfect fit for our overall company vision," John Borgerding, Accruent's CEO, said in a written statement. "In addition, it strengthens our ability to support organizations that must address regulatory compliance challenges concerning real estate and equipment leases."

Founded in 1995, Accruent develops real estate and facilities management software. It has about 400 employees. Accruent's software is used by more than 5,800 organizations worldwide, the company says.

Accurent was acquired last year by San Francisco-based private equity firm Genstar Capital, but its headquarters remained in Austin.

http://www.512tech.com/technology/austin-accruent-acquires-plano-based-software-firm-lucernex/LzX5Z1uI24HJQ8rW5QfycP/