Evolve
Capital Partners

Weekly Deals Update

Week Ending 10/6/17

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Key Deals

M&A

Date	Target	Acquirer(s)	Sector	Amount ($mm)
10/6/17	CYENCE	GUIDEWIRE	Insurance	$273
10/5/17	CISCO	TIBCO	Data & Analytics / IoT	NA
10/3/17	MRL Posnet	worldline e-payment services	Payments	$104
8/31/17	Velocify	EllieMae	Specialty Finance / Alternate Lending	$128
8/22/17	Affecto	CGI Nordic Investments	Financial Management Solutions	$132

Financing

Date	Target	Lead Investor	Sector	Amount ($mm)
10/4/17	FEATURE SPACE	HIGHLAND	Payments	$22
10/4/17	earnest	NAVIENT	Specialty Finance / Alternate Lending	$155
9/28/17	TRIFACTA	Deutsche Börse Group	Securities	$76
9/27/17	Shenzhen Suishou	KKR	Securities	$200

Preface

Each week, Evolve Capital Partners compiles select M&A and financing transactions across the finance and technology sectors. We analyze multiples sources of publicly available information and source each transaction. We also release a weekly news update of relevant news and press releases across the sector.

Evolve Capital Partners is a specialized investment bank focused on businesses serving industries at the intersection of finance and technology. We are a dedicated, creative, and fully independent investment bank that advises private and public companies on merger, divestiture and acquisition transactions, and capital raising through private placements. Founded in 2012, we are based in New York.

You can learn more about us at www.evolve-capital.com. We post past weekly transaction and news updates on our website, plus in-depth industry research reports.

To contact us, please email admin@evolve-capital.com or call (646) 688-2792.

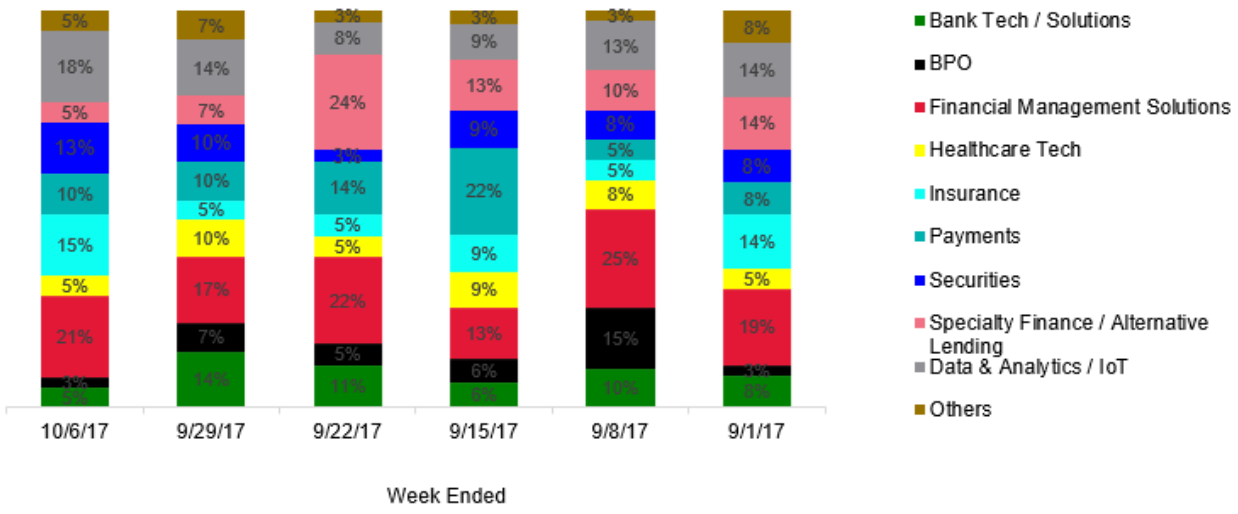
Sectors we cover at the intersection of finance and technology include:

Bank Tech / Solutions	Healthcare Tech	Securities
BPO	Insurance	Specialty Finance / Alternate Lending
Financial Management Solutions	Payments	Data & Analytics / IoT

Deals Count

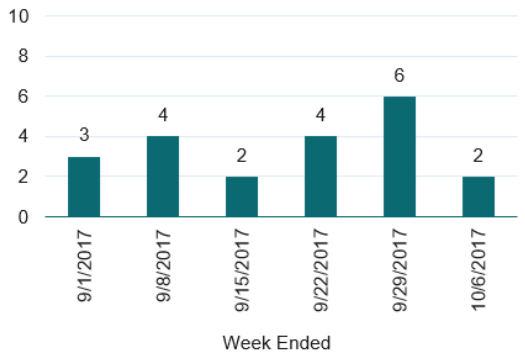
Sector	Number of Deals	% of Total
Bank Tech / Solutions	2	4%
BPO	1	2%
Financial Management Solutions	9	20%
Healthcare Tech	3	7%
Insurance	6	13%
Payments	4	9%
Securities	8	17%
Specialty Finance / Alternative Lending	4	9%
Data & Analytics / IoT	7	15%
Others	2	4%
Total	**46**	**100%**

Sector-Wise Deals Breakdown

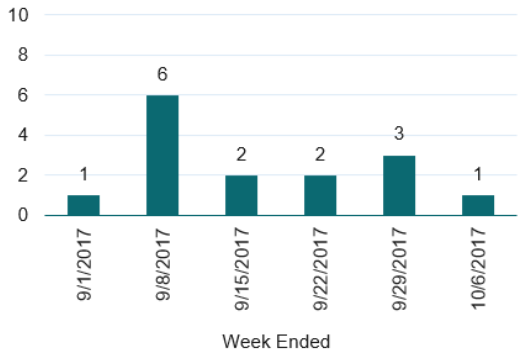


Sector-Wise Deals Count

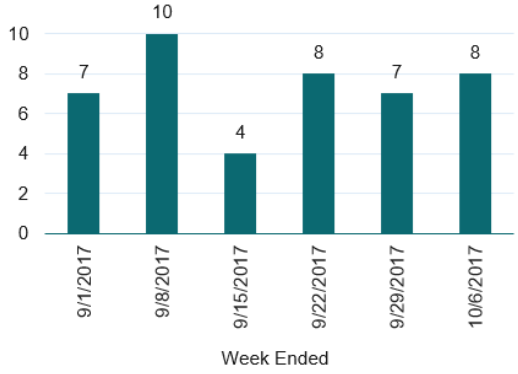
Bank Tech / Solutions



BPO



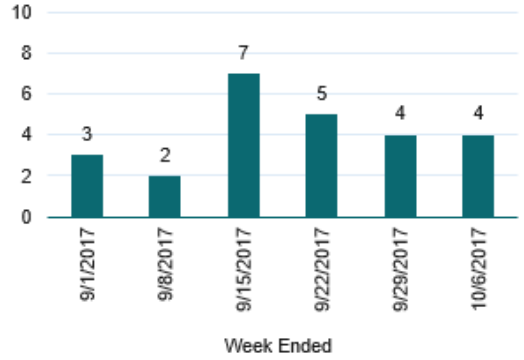
Financial Management Solutions



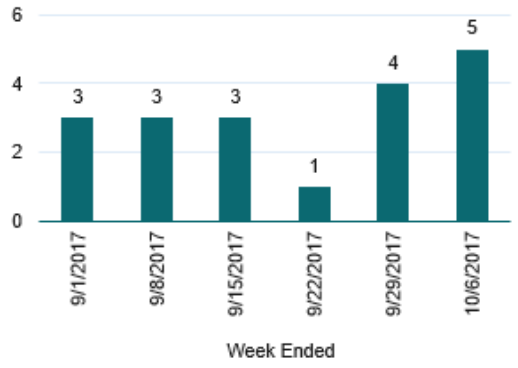
Healthcare Tech

Insurance

Payments

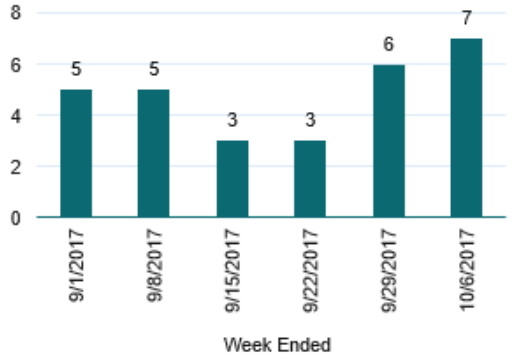


Securities



Speciality Finance / Alternative Lending

Data & Analytics / IoT



Others

BANK TECH / SOLUTIONS

FNF Group announces acquisition of a majority interest in SkySlope

Bank Tech / Solutions

10/2/17

Fidelity National Financial, Inc. today announced that FNF Group, has acquired a majority interest in SkySlope, the leading provider of digital transaction management and closing solutions to real estate professionals. SkySlope's cloud-based digital transaction management platform is used by over 1,500 brokerages covering 5,000 offices, powering 140,000 agents to initiate approximately 1.5 million real estate transactions over the past year.

"SkySlope will broaden FNF's service offerings to real estate professionals and further advance our strategy of providing a suite of best of breed technology assets to help real estate agents and brokers gain more customers and more efficiently close transactions," said Chairman William P. Foley, II. "FNF aims to offer real estate professionals a robust set of technology solutions and SkySlope's transaction management platform and SkyTC transaction coordination services are integral parts of this vision."

"Since inception, SkySlope has been focused on building leading products that drive efficiency and operational insight for our brokerage customers," said Tyler Smith, Founder and CEO of SkySlope. "We are excited to enter this new phase of SkySlope's growth in partnership with FNF, who has a long-standing track record of delivering valuable technology and services to the real estate industry."

https://www.prnewswire.com/news-releases/fnf-group-announces-acquisition-of-a-majority-interest-in-skyslope-300529292.html

BrickVest secures £7 million funding and tie-up with German bank

Bank Tech / Solutions

10/4/17

BrickVest, the online real estate investment platform, today announces the final close of its second fundraising round with £7 million, representing one of the largest series A fundraise in the property tech ('proptech') sector. The lead investor is Berlin Hyp, the real estate finance provider to Germany's largest banking group, the Savings Banks Finance Group. Berlin Hyp has acquired a minority stake in BrickVest, and the two firms have formed strategic partnership.

The unique partnership with Europe's third largest real estate lender will enable BrickVest to grow its investor base, execute its ambitious business growth plan and rapidly expand the company's deal catalogue.

Berlin Hyp's partnership with BrickVest provides it with access to an online, AIFM regulated real estate investment platform and an investor base that has grown to more than 3,500 HNWs and family office assets worth around €11 billion. As a result, Berlin Hyp will be able to advise its clients on a greater number of European real estate deals and to boost its offering across the equity, mezzanine and senior debt space.

BrickVest's latest round of fundraising was significantly oversubscribed, following the company's £2 million first close in March 2017. Berlin Hyp may seek to extend their stake in BrickVest at a later date.

Emmanuel Lumineau, CEO at BrickVest, commented: "We're delighted to have closed this series A fundraise with one of the largest amounts raised in the proptech sector. Our unique partnership with Berlin Hyp is transformative for BrickVest and we have a tremendous opportunity to expand our investor base of institutional sponsors and family offices. Both sponsors and investors continue to back our approach to democratise access to institutional real estate investments, in a highly secured and low-cost environment.

"This additional funding will enable us to continue investing in our in-house technology and scaling our innovative platform in line with soaring levels of demand for accessible real estate investment."

Thomas Schneider, CIO of BrickVest, says: "We are excited to partner with a renowned German mortgage bank such as Berlin Hyp. Having conducted exploratory talks with several banks we felt that Berlin Hyp was the most digitally integrated firm and a perfect fit for BrickVest, which is actively promoting the transformation of the real estate financing sector."

Sascha Klaus, Chairman of the Board of Management of Berlin Hyp AG, explains: "For us as a bank, this partnership is a way to further implement our digitisation strategy, expand our value

chain and tap into further growth potential. Our decision was preceded by a thorough review of BrickVest's business model. The technology, products and the skills and experience of the management team convinced us to agree the partnership. "

https://www.finextra.com/pressarticle/70980/brickvest-secures-7-million-funding-and-tie-up-with-german-bank

BPO

Wipro arm buys US-based Cooper in digital push

BPO

10/5/17

Wipro Digital, the digital business unit of software major Wipro, has acquired Cooper, a company that provides User Experience (UX), for an undisclosed sum, a move that could strengthen its capabilities in this emerging segment.

Cooper will become part of Designit, Wipro Digital's strategic design arm. The acquisition strengthens Wipro Digital's design capabilities, expands its reach in North America and adds capabilities in professional design education, as its customer increasingly look at design as a differentiator for their products or services.

Cooper, which was founded in 2002, counts companies such as Google, Bose, Starbucks and government organisations like NASA, Federal Reserve Bank as some of its clients. "With Cooper, an acknowledged leader and pioneer in the design community with roots on the East and West coast, we will now offer UX and interaction design solutions to our clients and coupled with Designit's design services and our engineering capability, will allow us to support the digital journey for our clients," said Rajan Kohli, Global Head and Senior Vice-President, Wipro Digital.

Wipro Digital and Designit serve clients from 16 offices around the world. With the acquisition, Wipro gets access to 35 employees of Cooper in San Francisco and New York.

India's third largest software exporter in a statement also said that the acquisition is subject to customary closing conditions and is expected to be closed in the third quarter of fiscal 2017-18. This is the second such acquisition that the company has made in the UX segment, after it acquired DesignIT in 2015.

According to Peter Schumacher, CEO, Value Leadership Group, this acquisition will strengthen Wipro's proposition in digital services.

While Indian engineers have strong technical knowhow, they are not quite adept at designing an experience for a product or service. "Engineers typically are not strong when it comes to right brain thinking, which is reflected in their design capabilities and hence companies acquire this talent from the West," said Sanchit Vir Gogia, founder, Greyhound Research.

Other IT companies have also been trying to strengthen their UX areas. While cross-town rival Infosys acquired London-based Brilliant Basics, Tech Mahindra bought UK-based company BIO Agency in an all cash deal for £45 million.

http://www.thehindubusinessline.com/info-tech/wipro-digital-to-acquire-cooper-for-85-mn/article9888196.ece

FINANCIAL MANAGEMENT SOLUTIONS

Drift raises $32 million for sales powered by conversational AI bots

Financial Management Solutions

9/26/17

Marketing and sales startup Drift.com Inc. announced today that it has raised $32 million in Series B financing to further develop its sales bot platform.

The funding round was led by existing investor General Catalyst, and it included participation from other previous investors CRV and HubSpot, as well as new investor Sequoia Capital. This brings the company's total funding to date to $47 million.

Founded in 2014 in Boston before hitting the market in 2016, Drift uses artificial intelligence to partially automate the sales process by engaging potential customers with conversational chat bots. Drift said its bots can not only book appointments and answer questions, but they can also qualify sales leads in real time.

Drift said it has already worked with more than 50,000 businesses over the last two years, adding that its platform can accelerate the sales cycle by qualifying leads at all hours of the day with no requirements for staffing or training.

"The marketing and sales tools that most businesses rely on today were built for a world that no longer exists," said Drift founder and Chief Executive David Cancel. "We live in an on-demand world with infinite choice, and yet we force potential customers to fill out forms and jump through hoops in order to talk to us. Buyers have all of the power today and place a premium on convenience and customer experience."

Larry Bohn, managing director at General Catalyst, said Drift is "rewriting the playbook for modern sales and marketing," and Sequoia Partner Pat Grady called Drift's platform "the single best way to turn your website visitors into customers."

Drift says its new funding will allow it to further expand into marketing automation and sales acceleration. The company also plans to open a new office in San Francisco, with plans to grow its staff by more than 100 employees in the next 12 months.

https://siliconangle.com/blog/2017/09/26/drift-raises-32m-sales-powered-conversational-ai-bots/

Siigo raises undisclosed amount of funding

Financial Management Solutions

9/29/17

Siigo, a Bogota, Colombia-based provider of accounting and administrative software for small and medium sized companies, has raised an undisclosed amount of funding. Accel-KKR made the investment.

The company intends to use the funds to accelerate product innovation and further its leadership position in Colombia, and expand operations to the Andean and Central American Regions.

Siigo has over 100,000 clients in the Colombian market and has grown significantly over the last decade.

Led by David Ortiz, CEO, Siigo provides an accounting and administrative software solution which include accounting, payroll, invoicing, and inventory management tools as well as features to manage the finance, accounting and administrative aspects of small and mi-sized businesses.

The platform is used by over 100,000 clients and more than 15,000 accountants in Colombia.

http://www.finsmes.com/2017/09/siigo-raises-undisclosed-amount-of-funding.html

Broadridge buys Summit Financial Disclosure

Financial Management Solutions

10/2/17

Broadridge Financial Solutions, Inc. has acquired Summit Financial Disclosure, LLC, a full-service financial document management solutions provider.

Summit's document composition and regulatory filing services will be integrated with Broadridge's proxy voting and shareholder communications services to create an end-to-end solution that spans the entire corporate disclosure lifecycle from private funding, through capital markets transactions and ongoing communications to regulators and shareholders. Broadridge has a 30-year history of providing corporate issuer solutions including proxy voting, transfer agency, data, print, omni-channel delivery and annual meeting services.

"Joining Summit's technology and expertise with Broadridge's leading communications solutions will create the ideal end-to-end resource for corporations in a market that demands greater speed, convenience and cost efficiency," said Robert Schifellite, Broadridge's corporate senior vice president and president, Investor Communication Solutions. "This previously unavailable, efficient, single-source model will better serve our clients by streamlining the disclosure and communications process, eliminating redundancies, increasing speed and reducing costs for corporations."

Summit was founded in 2013, and acquired EDGARfilings from Thomson Reuters in 2014. Summit's transactional capabilities support clients in the preparation, filing and dissemination of offering documents and related materials for capital markets transactions and merger and acquisition transactions. Summit's compliance offerings include SEC EDGAR preparation and filing for ongoing regulatory and shareholder communications. Solutions are offered as a managed service, self-service software or hybrid approach.

"We are excited to join Broadridge, a trusted industry leader in shareholder communications," said Summit co-founder Jim Palmiter. "Since Summit's founding in 2013, we have been committed to changing antiquated practices in our industry," commented Summit co-founder Kenneth McClure. "Combined with Broadridge, we look forward to delivering an expanded suite of innovative services, and even greater value to our clients."

Terms of the transaction were not disclosed.

https://www.finextra.com/pressarticle/70950/broadridge-buys-summit-financial-disclosure

Outlier Ventures takes on the role of Evernym's lead investor and strategic partner

Financial Management Solutions

10/3/17

Leading blockchain and Web 3.0 venture capital firm Outlier Ventures becomes an investor in, and strategic partner of, Evernym the foremost developer of self sovereign identity technologies and inventor of Sovrin, the global public utility for decentralised exchange of verifiable claims. Sovrin's utility token distribution event is slated for mid-2018.

Using the unique properties of Sovrin, Evernym builds applications that finally enable people, businesses and connected devices to securely control their own identity data, choosing when, with whom and how much they wish to reveal in any given exchange. This technology forms the basis of applications Evernym is building for a number of partners including the US Department of Homeland Security, the UK's healthcare system and a number of leading global financial institutions.

"Evernym is an organization unlike any other in the distributed identity space," said Outlier Ventures CEO Jamie Burke. "At their stage, to have earned the cooperation and patronage of such organizations as Hyperledger, the Illinois Blockchain Initiative and the entire U.S. credit union industry, speaks directly to the potential Evernym possesses. We just knew we had to be a part of this story."

Burke continued, "Self-sovereign identity for people, organizations and connected devices is the one problem everyone wants to see solved. The deeper you look at Evernym's breathtaking technological innovation, it feels the solution is at hand. Each of our portfolio companies, present and future, needs this technology, as demonstrated by Evernym's recent announcement of a partnership with IOTA. Despite a lot of noise in the identity space these are the only innovators who have achieved any serious level of adoption.''

Evernym offers SaaS services and applications built atop the Sovrin Network, which is thought to be the world's only distributed ledger purpose-built for self sovereign identity and the exchange of verifiable claims. The Sovrin Foundation is guided by a constitutional "Trust Framework," conceived with the Sovrin network's enduring independence as its primary objective.

"We've accomplished a lot in our relatively short existence, but among the highlights I count our new relationship with a firm as well-regarded as Outlier Ventures," said Evernym Co-founder and CEO Timothy Ruff. "Together, we will break ground destined to prove fundamentally transformative to the internet in general, and digital trust in particular."

https://globenewswire.com/news-release/2017/10/03/1140120/0/en/Outlier-Ventures-backs-Evernym-to-bring-the-world-true-self-sovereign-identity.html

Wysdom.AI raises $8.5 million to bring AI to customer support

Financial Management Solutions

10/3/17

Following a rebrand, Toronto-based Wysdom.AI (formerly known as CrowdCare) has raised $8.5 million.

The round was led by ScaleUP Ventures with participation from existing investors Brightspark Ventures and Mantella Venture Partners. The company plans to use the funding to fuel global expansion.

“We’ve been monitoring the AI hype for the past few years, and have sought out companies with real operational experience in the market,” said Kevin Kimsa, general partner at ScaleUP Ventures. “With years of deep expertise behind them, the team at Wysdom.AI has timed the market perfectly as it reaches maturity. The company is solidly positioned to capitalize on the wave of enterprise demand that will happen over the next few years.”

Initially launched in 2012, CrowdCare automatically gathered and analyzed configuration and other device data to provide customer support. The company launched Wysdom.AI as an app two years later with $1 million from Mantella Venture Partners, providing a database for customers to get accurate answers to questions through chat. The company went on to raise $3.5 million later that year.

Today, Wysdom still provides this chat feature, but also allows customers to get answers to their questions through social channels like Twitter and Facebook. Speaking with BetaKit, Wysdom co-founder and CEO Ian Collins says the name switch was a matter of reflecting the maturity of its AI; according to him, the company shifted its direction around 2013 after finding a dedicated team of machine learning experts. The company calls its model cognitive care, where AI is the normal medium of serving customers.

“We’ve shifted away from the crowd idea years ago, although we do gather a lot of data from the crowd theoretically,” Collins says. “And as we shifted more, AI matured in the world as its own industry. Our product name Wysdom captures exactly what we’re doing. It’s this system in the background that is super intelligent and understands customer need. It became a natural need for our business.”

Wysdom learns from the interactions in support, adding new questions and answers to its corpus. Wysdom grows and cultivates this unique dataset alongside businesses, and says that it boasts 125,000 specific customer questions and a 97.5 percent precision rate. The company said that it has serviced the enterprise from the beginning knowing that large enterprises are willing to pay for a solution that scales.

"Especially the large ones with 10,000 or more contacts and reps with billions in budget for customer service, they have the resources to pay for an organization like us that's disrupting customer care."

However, Collins doesn't say that Wysdom replaces the customer care rep, but improves the quality of the experience. As a majority of calls go to a live person, this results in the rep prioritizing getting the customer off the phone as quickly as possible. With a high-quality customer care AI, it could decrease the amount of calls that must go to a live person, meaning that reps have more time to spend with customers.

"It takes a few years to finetune everything, get operational systems under control, and get your team mature," said Collins. "Then you start to build a sales team and you start to ramp. We're at the ramp stage where our sales team has grown significantly, we'll continue to invest hard into sales, all the development teams are ramping fast."

As for how the company differentiates itself from others that are cashing in on Canada's AI hype cycle, Collins points to the fact that they've been working on the technology for five years with millions of end users. "AI has been beat to death, but the real companies out there with real customers are growing into a super hot market, so that's where we find ourselves," Collins says.

https://betakit.com/wysdom-ai-raises-8-5-million-to-bring-ai-to-customer-support/

Fuel50 raises $2.5 million

Financial Management Solutions

10/4/17

Fuel50, an award-winning career pathing software solution for leading companies worldwide, raised $2.5 million in Series A funding, bringing its total funding to date to $4.6 million. With this cash injection, the company will continue to better enable leaders to engage and motivate their teams, and empower employees to have a visible career path within their organization. Leading this round, to supplement the company's rapidly accelerating organic growth, are prominent southern California firms, Rincon Venture Partners and Bonfire Ventures.

With candidate inventory low and talent turnover costs on the rise, career pathing is more critical than ever; in fact, Deloitte named career pathing a key area of focus for organizations now. More than 80 percent of companies want better talent mobility in their organization while 70 percent of employees leave due to a lack of career development and visibility for growth opportunities. Fuel50's technology addresses these critical gaps with solutions that directly impact engagement, performance and retention — enabling employees to drive their own growth and performance within an organization.

"The way talent traditionally climbs the career ladder and develops skills is broken, leaving talent frustrated and companies lacking the levels of engagement and performance required to move at the pace of business today," said Anne Fulton, CEO and Co-Founder, Fuel50. "In our short history, our customers have already realized real engagement wins while top talent has developed in meaningful ways. We'll use our funding to service our growing corps of clients and to expand our reach even further around the world."

The funding round also introduces Jim Andelman, co-founder and Managing Director of Rincon Venture Partners and Bonfire, to the board. "Career pathing is one of the next frontiers of HR technology, and Fuel50 is at the forefront of this shift, equipping companies with the tools and technology to give their talent a meaningful career trajectory," commented Andelman.

Launched in 2014 by co-founders Anne Fulton and Jo Mills, Fuel50 is currently in use by 75 Fortune 500 companies, deployed across 33 countries and in 28 languages, and serving hundreds of thousands of employees.

https://www.pehub.com/2017/10/fuel50-raises-2-5-mln/

Bluecore marketing automation platform raises $35 million in Series C

Financial Management Solutions

10/4/17

Bluecore, the automated marketing platform for ecommerce brands, has today announced the close of a $35 million Series C round of funding. Norwest Venture Partners led the round, with participation from existing investors including Georgian Partners, FirstMark Capital, and Felicis Ventures. As part of the deal, NVP's Scott Beechuk will join the board of directors at Bluecore.

When Bluecore first launched in 2013, the platform allowed marketers to manage their email marketing through simple triggers. With if/then combinations — if the price of jeans drops, send an email to users, for example — marketers were able to set up an automated system of email marketing around their brands and products.

Since then, Bluecore has expanded in two ways.

The first is that the company has developed a machine learning model around its data called Bluecore Predictive. Instead of reacting to changes that happen on the retail level, Bluecore predictive lets marketers be proactive about their email messaging. They can now look for customers who are interested in a certain cut of jeans, and send them email alerts when new SKUs with that cut become available. Or, for example, they can detect which customers are likely to unsubscribe from email alerts and hold off messaging them for a while.

"We're seeing significant traction with Bluecore predictive," said co-founder and CEO Fayez Mohamood. "It's growing twice as fast than our original trigger based product."

But beyond the deep integration of machine learning, Bluecore has also expanded its marketing channels to include social media and search.

Bluecore boasts more than 400 customers, including Express, Staples, Blue Nile, and Sephora. The company has captured 47 billion real-time behavioral events and driven more than $1 billion in customer revenue to its clients.

The company operates on a SaaS model, based on usage and size of the database, though they declined to provide specific information around pricing. On the low end, Bluecore customers pay tens of thousands of dollars per year, and millions on the high-end, with the average customer spending nearly six figures on the service.

"The greatest challenge is that our customers are bombarded by a lot of products that sound the same," said Mohamood. "We've managed to break through the noise by explaining that we do one thing very very well, but there is a trade-off about how specific we stay with our messaging

and how broad our product offering is." This latest Series C round brings Bluecore's total funding to more than $63 million.

https://techcrunch.com/2017/10/04/bluecore-marketing-automation-platform-raises-35-million-in-series-c/

QuanticMind secures $20 million

Financial Management Solutions

10/5/17

QuanticMind, the data platform for intelligent marketing, today announced that it is raising a $20M Series B funding round led by veteran venture firm Foundation Capital, with additional participation from Safeguard Scientifics (NYSE:SFE) and Cervin Ventures.

QuanticMind will use the funding for strategic growth investments in both hiring and in product development. Specifically, the company will accelerate the artificial intelligence, predictive advertising, data science and machine learning capabilities of its data platform to conquer the increasingly complex challenges marketers face across digital's constantly evolving channels - including Search, Shopping, Social and cross-channel customer journeys. These developments will also enhance the platform's already-powerful ability to capture, connect and leverage the full power of disparate marketing data to surface truly actionable insights, inform smarter marketing decisions and ultimately drive phenomenal performance gains. Foundation Capital general partner Ashu Garg will also join the company's board of directors.

This round of venture capital funding follows a successful Series A round completed in September 2015 and caps a two-year period in which the company grew its customer base more than 300%.

"QuanticMind is at the forefront of applying next-generation technology to solve the complex challenges of digital marketing," said Garg. "This investment will enable the company to continue leading the trend towards a predictive, machine learning-based future."

The company already serves top-tier performance marketers from around the globe, including 1-800-Dentist, Rosetta Stone and Dermstore.

"This incredible milestone marks the next phase in QuanticMind's continuing journey to help marketers step into the future, where their considerable talents are amplified by intelligent data science algorithms and machine learning-based automation," said co-founder and CEO Chaitanya Chandrasekar. "At QuanticMind, we believe the ingenuity of the world's most brilliant marketers becomes exponentially more powerful when they combine and leverage every single piece of relevant data available."

"Digital advertising is an intensely data-driven market that continues to take share from other advertising formats," said Mark Mitchell, Managing Director at Safeguard and Board Member at QuanticMind. "Since Safeguard provided capital to the company in 2015, QuanticMind's team has built out a scalable platform with a top-tier list of customers. QuanticMind's data-centric platform delivers best-in-class results to customers and positions the company as a leader in the growing and increasingly complex digital marketing ecosystem."

"QuanticMind epitomizes the best of Silicon Valley," said Preetish Nijhawan, Managing Director and co-founder of Cervin Ventures. "Developed by a tight-knit founding team of three Stanford

entrepreneurs and performance marketing veterans, the company has developed the best marketing technology platform leveraging big data, AI and cloud, and become a critical solution for any enterprise with a significant digital spend."

http://www.businesswire.com/news/home/20171005006185/en/QuanticMind-Secures-20M-Funding-Launch-New-Era

CGI closes €98 million acquisition of Affecto

Financial Management Solutions

10/6/17

CGI has completed previously announced acquisition of Affecto Plc, a leading provider of business intelligence and enterprise information management solutions and services.

CGI through its wholly owned subsidiary CGI Nordic Investments Limited offered to acquire all outstanding shares of Affecto for €4.55 per share in cash for a total price of €98 million.

This acquisition of Helsinki, Finland based Affecto adds more than 1,000 highly-skilled professionals from across 18 offices in Finland, Sweden, Norway, Denmark as well as Poland, Latvia and Lithuania.

With robust strategic consulting, system integration, cloud, data analytics and digital transformation capabilities, Affecto will further complement CGI's global expertise across several in-demand digital transformation areas.

"We are pleased to welcome Affecto professionals as CGI members," said George D. Schindler, President and Chief Executive Officer. "Together, we will continue executing CGI's build and buy profitable growth strategy, generating value for clients and creating career opportunities for our professionals in the Nordics, Baltics and globally."

"CGI's combination with Affecto provides a strong local presence to support our thousands of commercial and government clients in achieving operational efficiencies while harnessing innovation to better serve the digital needs of their customers and citizens," added Heikki Nikku, CGI President of Nordic operations. "We look forward to creating additional business opportunities as a combined team."

Following the acquisition of Affecto, CGI has more than 9,000 professionals in Northern Europe.

https://privatecapitaljournal.com/cgi-closes-e98m-acquisition-affecto/

HEALTHCARE TECH

YC-backed Lively raises $4.2 million and adds HSA investment option

Healthcare Tech

9/25/17

Lively, which provides a digital platform to help users more easily manage health savings accounts (HSAs), announced today that it has secured a $4.2 million seed round. Investors include Streamlined Ventures, Transmedia Capital, Y Combinator, SV Angel, PJC, The Durant Company (Kevin Durant and Rich Kleiman), Liquid 2 Ventures, Haystack Partners, and other angel investors.

The San Francisco-based startup launched its platform in March after graduating from Y Combinator's Winter 2017 batch. Lively helps employees better manage their HSAs by consolidating all the administrative and financial information onto one platform.

While the goal of HSAs is to allow Americans to save tax-free money for their out-of-pocket medical expenses, Lively cofounder and CEO Alex Cyriac argues that HSAs can also offer the flexibility to save for health costs over the long-term, well into retirement.

"HSAs were not designed to be used as retirement vehicles, but they actually provide more tax benefits than a traditional retirement vehicle, like a 401k or IRA, and require no mandatory distributions, so you can save well into your 70s, 80s, and 90s," he wrote in an email to VentureBeat.

There are two aspects that make a health plan HSA-eligible: For individuals, the first $1,300 must come out of pocket before insurance kicks in (copays, coinsurance, etc.). For families, that amount is $2,600. Also, the annual out-of-pocket maximum cannot be greater than $6,550 for individuals and $13,100 for families.

While Lively declined to comment on how many customers it has, Cyriac claims that the startup has been growing 50 percent month-over-month since its launch. "We expect the growth to quadruple as we enter open enrollment season (the time at which most employers renew their health insurance plans)," he wrote.

Lively charges businesses 4 dollars per enrolled employee, per month, with discounts at scale, and it is free for individuals. Cyriac views incumbents in the space, such as HealthEquity, Optum Bank, and HSA Bank, as direct competitors.

In addition to its funding announcement, Lively is also kicking off new investment capabilities for its customers through its partnership with TD Ameritrade. "We were getting a lot of feedback from our users about wanting more options when it comes to investments," wrote Cyriac.

In fact, the startup launched a self-directed brokerage option through TD Ameritrade to enable customers to invest their HSA funds by leveraging a variety of investment options, including individual stocks, bonds, CDs, ETFs, and mutual funds. “Simply put, users can invest in what they want,” he explained.

If users choose to invest their HSA funds, Lively charges them a flat fee of $2.50 per month. Since investments carry risk, Lively recommends potential investors consult with an investment or financial professional before doing so.

The startup will use today’s cash injection to grow its team of eight and continue its integrations with payroll providers, HRIS systems, and BenAdmin platforms.

While the HSA was introduced into law back in late 2003 under the Bush administration and continued growing under the Obama administration, the Trump administration could take things in a new direction.

“It’s no secret that the Republicans are doing what they can to repeal the Affordable Care Act,” wrote Cyriac. “They have introduced six or seven bills to Congress as far as a potential replacement, and every single one of them has an expansion of HSAs, which is obviously great for our business, if it indeed happens.”

https://venturebeat.com/2017/09/26/yc-backed-lively-raises-4-2-million-and-adds-hsa-investment-option/

Axene Health Partners announces merger with Dynamic Vision,

Healthcare Tech

9/28/17

Axene Health Partners, LLC (AHP) is pleased to announce its merger with Dynamic Vision, Inc. (DV) to be effective Oct. 1, 2017. Michael Gill, DV's founder and sole owner will join AHP's leadership team. This transaction advances AHP's strategic business plan to offer a broad set of consulting services through the integration of actuarial science with the practice of medicine. The inclusion of DV's highly specialized systems engineering and IT expertise expands AHP's offering to meet our client's diverse needs.

AHP was founded in 2003 as a California limited liability company and is wholly owned and operated by its Partners.

Founded in 2007, Dynamic Vision is a software development agency specializing in health care technology systems.

https://www.prnewswire.com/news-releases/axene-health-partners-llc-announces-merger-with-dynamic-vision-inc-300528104.html

WageWorks acquires Tango Health's Health Savings Account business

Healthcare Tech

10/3/17

WageWorks, Inc., a leader in administering Consumer-Directed Benefits, today announced it has acquired Tango Health's Health Savings Account (HSA) business. The transaction strengthens WageWorks' HSA product offering and its leadership position in the Consumer-Directed Benefits market.

"We are thrilled to welcome Tango Health's HSA clients and account holders to WageWorks," said Joe Jackson, Chairman and CEO of WageWorks. "This acquisition expands WageWorks' comprehensive product portfolio and will accelerate our momentum as the leader in administering Consumer-Directed Benefits."

The transaction includes Tango Health's HSA technology platform and client portfolio. WageWorks and Tango Health will work together over the next several months to ensure a smooth transfer of the business and operations while maintaining outstanding service for existing customers.

"Our decision to exit the HSA market and focus on our rapidly growing core offerings was made easier knowing we could rely on WageWorks to take care of our customers," said Todd Praisner, CEO and Founder of Tango Health. "WageWorks has an outstanding track record of successful business integrations, and we are confident knowing our customers and their account holders will be supported by the industry leader. Our ongoing partnership offers a combined best-in-class solution for customers needing decision support, benefits communications and consumer-directed account administration."

In addition to HSA administration, Tango Health provides software and services to help enterprises achieve, maintain and report on ACA compliance, as well as decision support tools to ensure that employees are choosing the most appropriate health coverage. WageWorks and Tango Health have also established a channel partnership in support of these services.

https://globenewswire.com/news-release/2017/10/03/1140364/0/en/WageWorks-Acquires-Tango-Health-s-Health-Savings-Account-Business.html

INSURANCE

Nephila and State National invest in insurtech development platform Boost

Insurance

9/26/17

As InsurTech investment continues apace, questions are often asked about the ability of startups to launch into a sector that is heavily regulated and requires significant capital. In answer to this question, leading ILS fund manager Nephila Capital, its fronting partner State National and some top VCs are backing a platform designed to take the pain out of going to market.

Enter start-up company Boost Insurance, which has just received $3 million of funding in an investment round led by Norwest Venture Partners along with participation from IA Capital Group, Greycroft Partners, fronting and program management specialist State National Companies and the world's largest catastrophe re/insurance and weather risk investment manager Nephila Capital.

Boost Insurance is being launched as a platform to help InsurTech start-ups through the often painful process of getting started in the risk business, with the mission of "scaling a unique development platform that streamlines the go-to-market process for insurtech startups and innovative insurance products."

The company will offer a turnkey approach to enabling early-stage and expanding InsurTech startups to get their products to market more quickly and easily, providing tools, mechanisms and platforms where real insurance and reinsurance business can be transacted in real volume.

Boost founder and CEO Alex Maffeo, previously the lead insurtech expert at venture capital firm IA Capital Group, identified the go-to-market timeline as a critical issue facing insurtech start-up entrepreneurs today.

In response to the issue, Maffeo formed and incubated Boost at IA Capital and now, after raising this funding round and getting initial industry partners Nephila and State National on board, Boost is ready to launch.

"There are many resources for educating entrepreneurs and assisting with the development of business models, however there is no insurance industry nexus that provides all of the tools and services for launching a startup in the insurance space," explained Maffeo.

"Traditional insurance carriers provide the valuable expertise to help entrepreneurs avoid common industry pitfalls, but often cannot meet the fast-paced demands of a startup and lack the technology to integrate efficiently. Boost offers the best of both worlds: technology and startup sector expertise, as well as the highest-quality re/insurance partners," he continued.

State National and Nephila have backed a number of insurtech start-ups over the years, and likewise came to the conclusion that the re/insurance ecosystem would be best served by their contributing experience and capabilities to an industry initiative.

With a focus on distribution and product-focused start-ups looking to disrupt the $600 billion property and casualty insurance market, the Boost Insurtech Platform will offer streamlined access to regulated insurance paper and capacity, through partners such as State National and Nephila Capital.

“Boost empowers insurtech startups to enhance their speed to market with a tailored approach and technological capability that is not readily available in the traditional insurance marketplace,” explained Luke Ledbetter, EVP & CUO – Program Services, State National. “Our partnership with Boost is an opportunity to drive increasing industry innovation while leveraging our unique skills and experience to support the growth of this dynamic segment of the insurance marketplace.”

“Insurtech startups bring a welcome injection of new ideas and energy to the re/insurance market, but putting systems, paper, and risk capacity into place to make their ideas a reality has been a challenge,” Barney Schauble, Managing Partner, Nephila, said. “We have been deeply involved in several such projects over the past decade, and are investing in and partnering with Boost because we are certain that they will provide real value to startups in getting to market swiftly and smoothly.”

Boost said it will work with a select group of distribution or product innovation focused startups beginning in early 2018. The platform can be used by both pre-launch ventures seeking to ease their go-to-market experience, or in-market startups looking to launch new products or expand into new markets.

“Insurance is a unique and highly-regulated industry which requires cooperation between startups and regulated insurance companies,” commented Jared Hyatt, Principal at lead investors Norwest Venture Partners. “Boost serves as a conduit between insurtech startups and insurance capital, but is also a buffer from a technology and cultural perspective. The Boost Insurtech Platform™ eliminates the need for technology startups to integrate and conform to archaic systems while also allowing them to control the entire customer and brand experience.”

http://www.artemis.bm/blog/2017/09/26/nephila-state-national-back-insurtech-development-platform-boost/

Ensurem secures $12.25 million strategic investment from A-CAP

Insurance

10/2/17

Ensurem, LLC, a Largo, FL-based insurtech technology and digital marketing platform, received a $12.25m investment from an affiliate of A-CAP, a New York City-based insurance holding company specializing in life and health insurance and related services.

The investment will enable the company to expand its capabilities in four main areas:

- Digital storefront where consumers can research, shop and purchase life insurance policies, supplemental health coverage, 'living insurance', and other insurance-related products.
- Digital customer acquisition technology and expertise.
- Proprietary product platform used in the development of new insurance products for direct-to-consumer sales.
- Third-party administrative services specializing in straight-through processing, providing insurance companies full back-office support in collaboration with Secure Administrative Solutions (SAS).

Led by David Rich, CEO and founder, Ensurem is an innovative technology and digital marketing platform dedicated to simplifying the process of buying insurance via consumer products and offers features such as a library of product guides and resources, and the Life Optimized Risk Assessment (LORA) tool. This funding follows an angel round of $1.7m led by AngelRush.

http://www.finsmes.com/2017/10/ensurem-secures-12-25m-strategic-investment-from-a-cap.html

Crowdsourced insurer rater Clearsurance raises $4 million

Insurance

10/4/17

Clearsurance, the first-of-its-kind crowdsourced review, rating and educational platform exclusively for the insurance industry, raised $4 million in a Series A funding round to assist in the continued development and growth of its services. The website has curated over 50,000 reviews on more than 350 insurance carriers in the home, rental and auto markets.

The round was led by its co-founder, Michael Crowe, and includes Davis Capital Partners, a Sausalito, Calif.-based investment firm with extensive expertise in the insurance sector. Funds will be used for strategic new hires as well as product-build and marketing efforts.

“I’m leading our Series A round because I believe so strongly in our mission,” said Michael Crowe, CEO and co-founder of Clearsurance. “Consumers now have an unbiased place to turn for information about their insurance options. Our mission is to help people make smarter insurance decisions based on real reviews and ratings from actual policyholders, and our crowdsourced platform allows them to learn from the experiences of others.”

Crowe also noted that teaming-up with Davis Capital Partners was a natural step in expanding Clearsurance’s capacities. “We’re excited about the partnership,” said Crowe. “Davis Capital Partners’ experience and insights into this industry will be extremely valuable as we expand our capabilities.”

Clearsurance launched in 2016 with the goal of increasing transparency in the insurance industry and empowering consumers to make educated policy decisions. Designed to curate reviews from engaged consumers at every stage of their relationship with a carrier, Clearsurance’s crowdsourced data is comprehensive, authentic and actionable for insurers seeking to bolster customer relations and extend their brand reach.

“We’re proud to invest in Clearsurance. It’s bringing an important new perspective to consumers at a very exciting time in insuretech,” said Davis Capital’s Christopher Chouinard. “The platform is set to change how consumers learn about and buy insurance, and in turn, how insurers engage and communicate with them. We’re delighted to be a part of it.”

http://www.businesswire.com/news/home/20171004005216/en/Clearsurance-Raises-4-Million-Crowdsourced-Insurance-Platform

UK insurance tech startup PremFina lands $36 million

Insurance

10/4/17

PremFina Ltd, a UK-based company that increases access to insurance by providing financing options for the purchase of insurance premiums, today announced US$36 million in equity funding and a debt facility. Rakuten Capital, the investment arm of Japan's Rakuten, a global leader in e-commerce and fintech services and the main global partner of FC Barcelona and the UK's Draper Esprit Plc led the financing, and were joined by global investors Thomvest Ventures, Emery Capital, Rubicon Venture Capital, Talis Capital and the company's founder.

PremFina is the first premium finance company in the UK to receive venture funding, with the equity portion of round more than three times oversubscribed. The investment will be used to accelerate PremFina's UK operations to meet a high demand for its white-label premium financing solution among insurance brokers and support international expansion. Its white label offering improves brokers' efficiency, profitability and customer relationships.

PremFina makes the purchase of insurance more affordable by eliminating the financial strain of lump-sum upfront payments, thereby promoting financial inclusion within the insurance industry. Its solution is simple and user-friendly: PremFina funds the upfront payment of an insurance premium to an insurer, on behalf on an insured party. PremFina then collects the same amount via monthly instalments, along with a finance fee, from the insured party. To better enable insurance brokers to offer this option, PremFina also provides a standalone, white-labelled software-as-a-service (SaaS).

"The participation of outstanding investors from Toronto to Tokyo in our oversubscribed round highlights the vast opportunity ahead for PremFina, " said Bundeep Singh Rangar, CEO and founder of PremFina, who invested in 17% of the equity portion alongside the institutional investors. "Our new investors bring great strategic value and priceless global financial relationships."

"Premium financing is an industry that's been crying out for innovation. The incumbents have remained largely unchallenged due to age-old barriers to entry, such as the lack of funding for insurance start-ups, costs and time of regulatory compliance and significant investment in technological capability needed to meaningfully enter the market. Consequently, insurtech has lagged behind other areas of fintech in terms of innovation. PremFina has overcome these barriers and is now poised for growth," Rangar added.

"Rakuten sees outstanding growth potential in PremFina's business model of promoting insurance inclusion and providing access to affordable insurance," said Oskar Mielczarek de la Miel, Managing Partner at Rakuten Capital. "We are excited to support the growth of PremFina's innovative business in the UK and internationally."

“PremFina has built a strong SaaS revenue model with excellent growth opportunities,“ said Simon Cook, CEO of Draper Esprit. “With its innovative offering increasing efficiency in the insurance industry model, PremFina ticks all the insurtech boxes. We are excited to help them dominate the market in the next few years.”

The equity round was led by Rakuten Capital, the investment arm of Rakuten, Inc., a global innovation company and Japan’s leader in e-commerce and fintech services that has invested in ride-sharing companies Lyft, Cabify and Careem as well as app-based micro-investor Acorns and online lending companies Upstart and Kreditech.

The round was co-led by Silicon Valley venture capital firm Draper’s UK affiliate Draper Esprit. California-based Draper was an early investor in telecoms company Skype, electric carmaker Tesla, rocket company SpaceX, Chinese search engine Baidu and email provider Hotmail.

Thomvest Ventures, an early investor in peer-to-peer lender LendingClub, small business lender Kabbage, and student finance provider Social Finance, Inc., joined PremFina’s equity round. Thomvest augmented its PremFina investment with a credit facility to fund PremFina premium finance agreements.

Worldwide insurance penetration, measured as the percentage of gross written premiums against a country’s GDP, dropped 1.3% to 6.2% from 7.5% in the decade to 2015, according to London-based professional services firm EY. This drop occurred even as governments in many countries announced financial inclusion to be a key national policy objective. PremFina aims to reverse this trend by making personal and commercial insurance more affordable worldwide.

https://www.pehub.com/2017/10/uk-insurance-tech-startup-premfina-lands-36-mln/

Sovos buys FiscalReps

Insurance

10/5/17

Global tax compliance and reporting software leader Sovos announced today that it has acquired U.K.-based FiscalReps, Europe's leading solution for Insurance Premium Tax (IPT) compliance, adding a critical indirect tax solution to its Intelligent Compliance Cloud and expanding its team to support increased demand for tax and reporting automation in the region.

"Insurers across Europe trust FiscalReps because the solution safeguards their businesses from mounting risks from governments looking to close longstanding gaps in IPT compliance," said Sovos CEO Andy Hovancik. "The addition of FiscalReps presents an opportunity to better prepare insurers for the digital future of tax compliance and reporting, while at the same time adding a talented team to support our clients in the region."

Similar to other indirect tax regulations, IPT compliance has become increasingly burdensome in recent years, requiring insurers to comply with 90 unique taxes and more than 500 complex forms in the European region alone. As governments turn to technology to clamp down on non-compliance, businesses have quickly turned to automation.

Through a combination of managed services and software, FiscalReps helps more than 400 businesses, including 20 of the top 50 insurance companies in Europe, calculate and file IPT in 16 European countries. FiscalReps gives those businesses a more automated and more accurate solution for filing thousands of IPT reports each year.

The addition of FiscalReps to Sovos' cloud software platform takes the solution one step further, according to FiscalReps CEO Mike Stalley, setting the stage for a unique global solution for the insurance market and accelerating software innovation in IPT compliance.

"The acquisition by Sovos is a great opportunity for our insurance clients, who will now have a truly global solution for all of their premium tax and regulatory reporting needs," Stalley said. "With a proven track record in delivering tax technology solutions globally, the Sovos strategy aligns perfectly with FiscalReps' ambitions to remain the market leader in this increasingly complex and challenging environment. We look forward to being part of the Sovos team and contributing to the success story."

The FiscalReps acquisition is the second major deal in three months for Sovos, which recently announced its acquisition of Paperless, a leading software solution for a similar compliance challenge, real-time VAT reporting. Sovos has been acquiring leading software businesses around the globe and integrating them into its global platform, an approach Sovos Vice President of Corporate Development John Gledhill says is critical to keeping multinational businesses ahead of disruptive tax and regulatory reporting requirements.

"The IPT market is another great example of governments pushing businesses toward global software automation by getting aggressive on enforcement of regulations to collect tax revenue," Gledhill said. "As that trend continues to accelerate, Sovos is committed to adding market-leading solutions, like FiscalReps, to solve our clients' biggest compliance challenges on a single platform and from a single source of data."

The terms of the deal were not disclosed. Sovos is owned by London-based HgCapital and Vista Equity Partners. Burness Paull LLP provided legal counsel for Sovos. Menzies LLP served as financial advisor to FiscalReps, and Taylor Wessing LLP provided legal counsel.

https://www.pehub.com/2017/10/sovos-buys-fiscalreps/

Slice raises $11.6 million in Series A funding

Insurance

10/5/17

Slice Labs Inc., a NYC-based on-demand insurance platform, raised $11.6M in Series A funding.

The round was led by XL Innovate, with participation from Horizons Ventures, Munich Re / HSB Ventures, SOMPO, Plug and Play, and Tusk Ventures.

The company intends to use the funds to scale its on-demand offering for new products and jurisdictions, and to accelerate the deployment of its On-Demand Digital Insurance Platform via marquee partnerships.

Launched in 2016 and led by Tim Attia, CEO, Slice has built a cloud-based insurance solution that leverages algorithms and data to lower the cost of issuing policies, increase automation around claims, and reduce claims fraud and loss.
The platform is a fully operating insurance entity that includes pricing, ratings, licensing, underwriting, servicing, and capacity. Insurers can integrate it to deploy insurance products for the new economy, such as homes and autos for homesharing and ridesharing, offer customer engagement, and present a wider array of options for consumers.

Since officially launching their first product offering to homeshare hosts (on platforms such as Airbnb and Homeaway) in October 2016, Slice has experienced double-digit monthly revenue growth and is now providing homeshare coverage in 26 states across the U.S. The company plans to have their homeshare product in all 50 states by the end of 2017. The rideshare product is in testing mode and will be launched soon.

http://www.finsmes.com/2017/10/slice-raises-11-6m-in-series-a-funding.html

Guidewire to acquire Cyence

Insurance

10/6/17

Guidewire Software, Inc., a provider of software products to Property and Casualty (P&C) insurers, and Cyence, Inc., today announced that the companies have entered into a definitive agreement for Guidewire to acquire Cyence. Cyence is a software company that applies data science and risk analytics to enable P&C insurers to grow by underwriting "21st century risks" that have gone underinsured or uninsured.

These emerging risks — including cyber, reputation, and new forms of business interruption risk — pose unique challenges for insurers. Evolving rapidly, they typically lack extensive claims history to inform insurers' underwriting and pricing determinations. Their complexity and non-obvious patterns of risk linkage and risk accumulation require more diverse and dynamic data sets to be modeled effectively.

To meet this challenge, Cyence offers a data listening and risk analytics solution combining Internet-scale collection and curation of external data with sophisticated machine learning and risk modeling, which supports insurers' product management, actuarial, underwriting, and enterprise risk management functions.

"Cyence is an exceptional technology company that, like Guidewire, focuses on serving the strategic needs of the P&C industry," said Marcus Ryu, co-founder and CEO, Guidewire Software. "While Guidewire has focused on core operations, data management, and digital engagement, Cyence applies expertise in data science and machine learning to the modeling needs of insurance product design, pricing, and underwriting for 21st century risks. As traditional actuarial approaches struggle to address the unique characteristics of emerging risks like cyber, Cyence's next-generation approach will enable insurers to broaden the scope and value of the products their policyholders need."

"Cyence started applying our data science engine to cyber risk given the significant demand from the insurance industry on what is an existential threat for their insureds. We look forward to joining Guidewire and continuing our mission to enable insurers to enter new markets by insuring emerging risks like cyber," said, Arvind Parthasarathi, co-founder and CEO, Cyence. "We are excited by the opportunity to power our approach with operational data and policy lifecycle support from Guidewire's core systems and to join forces with the technology leader serving the P&C insurance industry."

Total consideration for the acquisition is approximately $275 million, or $265 million net of $10 million cash on hand, subject to customary transaction adjustments.Consideration provided at closing will consist of net cash of approximately $140 million and approximately 1.6 million shares of newly issued Guidewire common stock.

Of those shares, approximately 260,000 are in the form of deferred equity consideration, which are subject to the achievement of certain retention and operating milestones. The transaction is expected to close early in Guidewire's second fiscal quarter.

http://businesswireindia.com/news/fulldetails/guidewire-acquire-cyence/55272Insurance

Payments

Realtime Electronic Payments (REPAY) completes acquisition of PaidSuite

Payments

10/3/17

Realtime Electronic Payments (REPAY), a full-service provider of advanced payment technology products and electronic transaction processing services for a variety of integrated end markets, announced today that it has successfully completed the acquisition of PaidSuite, an electronic payments provider to the Accounts Receivable Management industry.

“This is a highly strategic acquisition. The deal expands our product capabilities and enhances our integrations in the Accounts Receivable Management industry, enabling us to better serve existing and prospective customers,” said John Morris, Chief Executive Officer and Co-Founder of REPAY. “Our partnership with PaidSuite positions REPAY for continued growth as we remain focused on strategic opportunities in the space. We are impressed with the quality of PaidSuite’s people and look forward to welcoming them to the REPAY team.”

Headquartered in Scottsdale, Arizona, PaidSuite provides a robust suite of omni-channel payment capabilities for card and ACH transactions. PaidSuite’s flexible, integrated product offering allows the company to develop customized solutions to meet the unique needs of each customer.

The transaction compliments REPAY’s strong organic growth and supports the Company’s dedication to creating customized solutions for customers in a variety of industries. REPAY will continue evaluating opportunities for additional growth through potential add-on acquisitions.

Terms of the transaction were not disclosed.

Corsair Capital LLC, one of the longest-standing private equity firms focused on the financial services industry, acquired a control stake in REPAY in 2016.

http://www.businesswire.com/news/home/20171003005859/en/Realtime-Electronic-Payments-REPAY-Completes-Acquisition-PaidSuite

European payments player Worldline to acquire Indian payment service provider MRL PosNet for $104.5 million

Payments

10/4/17

European payments player Worldline, which is the $5.10 Bn payments arm of French IT services giant Atos, has announced that it has entered into a definitive agreement to acquire 100% stake in Chennai based Indian payment platform MRL PosNet for $104.5 Mn(€ 89 Mn). The transaction is expected to close before the end of October 2017.

Gilles Grapinet, Worldline CEO stated, "With the acquisition of MRL PosNet, we are significantly reinforcing our presence in the Indian market and leveraging Worldline India already successful development. Through this acquisition, we will intend to better support Indian banks and merchants in the remarkable development of the country towards digital payments, by enlarging our customer base in Southern India, by a low cost payment terminal sourcing adapted to the local market needs and by an efficient terminal management solution."

The group will integrate MRL PosNet in Worldline's Merchant Services Global Business Line while retaining MRL PosNet top management and key staff. Signal Hill India acted as the exclusive financial advisor to MRL Posnet on the transaction.

https://inc42.com/buzz/worldline-mrl-posnet-acquisition-payments/

Worldpay joins £16.5 million funding round in Featurespace

Payments

10/4/17

Featurespace, the leading machine learning company for fraud prevention, has raised £16.5 million ($21.6 million) from a funding round led by Highland Europe, the venture capital firm that invests in growth businesses. Worldpay Group plc, a leading global payment processing company, and Invoke Capital also participated in the round as new investors.

The round also includes further funding from existing investors including Touchstone Innovations plc, NESTA, TTV Capital and Robert Sansom. The funds will be used to support Featurespace's international expansion and continued development of the company's software capabilities. Featurespace's real-time, ARIC platform uses Adaptive Behavioural Analytics to detect anomalies in individual behaviour for fraud and risk management.

Featurespace was created out of Cambridge University's Engineering Department, co-founded by world-renowned experts in applied statistics, the late Professor Bill Fitzgerald and Dave Excell, Featurespace CTO.

Martina King, Featurespace CEO, commented: "This funding round will enable us to continue to protect our expanding client base and their customers from real time fraud attacks.

"These additional funds will also help support our continued international growth following the successful launch of our US offices earlier this year."

Laurence Garrett, partner at Highland Europe, commented: "Featurespace is one of the most exciting artificial intelligence companies we have seen, with huge potential for international expansion, since it offers one of the most advanced technologies in this area on the market.

"The demand for Featurespace's products is great and I am delighted that this funding will help support its rapid growth in the US and other international markets. Martina King is an exceptional leader and we are truly looking forward to working with her and the team."

Mike Lynch, Founder at Invoke Capital commented: "At Invoke, we aim to identify companies that can commercialise technologies with a demonstrative advantage over the competition. Featurespace is one such company. Its machine learning capabilities are hugely impressive, while it operates in a market that is potentially massive given the ubiquity of online fraud. We look forward to supporting the company's further growth and technology development."

https://www.finextra.com/pressarticle/70986/worldpay-joins-165-million-funding-round-in-featurespace

Automatic Data Processing acquires Global Cash Card

Payments

10/5/17

Automatic Data Processing, Inc. announced the acquisition of Global Cash Card, a provider in digital payments, including paycards and other electronic accounts. The financial terms of the deal were not disclosed.

Headquartered in Irvine, California, Global Cash Card offers solutions for both Form W-2 employees and Form 1099 contractors, as well as online tools that help customers manage their digital accounts, including online bill pay. With the acquisition of Global Cash Card, ADP will become the only human capital management provider with a digital payments processing platform and will enable ADP to offer digital accounts and flexible payment offerings across their existing base of more than 700,000 clients, while increasing the speed of implementation for new clients.

http://www.nasdaq.com/article/automatic-data-processing-acquires-global-cash-card--quick-facts-20171005-00566

SECURITIES

Koho raises $8 mln from Portag3 Ventures, opens Toronto HQ

Securities

9/25/17

Koho, a new financial service platform connecting Canada's mobile generation to modern, transparent and innovative financial services, today announced it has raised $8 million in venture funding from Portag3 Ventures. Koho also announced key new additions to its Board of Directors, including Paul Desmarais III (Senior Vice-President, Power Financial Corporation and Executive Chairman, Portag3 Ventures), Adam Felesky (President, Portag3 Ventures), and Michael Katchen (Co-founder and CEO, Wealthsimple).

The new funds will enable Koho to scale its technology platform, expand its engineering and operations team at its new Toronto headquarters, and bring to more Canadian consumers a broad ecosystem of financial services products that may have historically been harder to access . Koho's new services will provide novel ways to help underserved Canadians automate savings, earn financial rewards, and access other transparent and simple financial products.

"We are excited to support Koho's ambition of reimagining how Canadians can be better served in their daily financial lives," said Adam Felesky, President of Portag3 Ventures. "Providing access, transparency and low costs in partnership with financial institutions are core pillars of the Koho platform and if successful, we believe Koho can build lifelong relationships with their customers."

"Since launching Koho earlier this year, we've experienced tremendous growth," said Daniel Eberhard, CEO and founder of Koho. "Our growth comes on the back of tangible customer benefits; helping people save money and providing them more financial control. It's the reason people use our app five times more than traditional finance apps."

Koho provides Canadian consumers with a new interface to holistically manage their daily financial lives — both spending and saving — and the ability to achieve their short and long term financial goals, free of fees and with engaging insights into personal finances. Customers can make purchases everywhere with the Koho card, deposit their paycheque, access more than 8,000 fee free ATMs, pay bills, and send e-Transfers. Koho also provides a suite of modern capabilities like real-time purchase updates, savings goals, instant Koho-to-Koho transfers, spending insights, live in-app support, and more.

"We're thrilled to support this promising fintech company. We look forward to working with Daniel and the Koho team to bring Canadians more inclusion, transparency and access to great financial services," said Paul Desmarais III, Senior Vice-President at Power Financial Corporation and Executive Chairman of Portag3.

https://www.pehub.com/canada/2017/9/3473003/

KKR leads $200 million round in Chinese personal finance platform Suishou

Securities

9/28/17

KKR has led a US$200 million series C round in Shenzhen Suishou Technology Co., a Chinese personal finance management platform, as part of the start-up's series C round.

KKR is making the investment from its Asian Fund III, which reached a final closing at US$9.3 billion in June 2017, the largest Asia-dedicated private equity fund ever raised. Suishou declined to disclose more information when contacted by China Money Network.

Founded in 2009, Suishou enables individuals to better manage their personal finances by providing a one-stop mobile destination to track spending, organize budgets and manage credit card usage. Its products include personal bookkeeping app Suishouji, and fully automated credit card management app Cardniu. The two apps have been downloaded over 300 million times, the company said.

"With rising per capita income and growing awareness of financial planning, more people are adopting online tools to manage their wealth," said Paul Yang, member and CEO of KKR China, in a company announcement. "Suishou is a leader in the industry with best-in-class technology and an experienced management team. We're extremely excited to partner with Gu Feng and the whole Suishou team."

Suishou is betting on China's growing middle class and rising urbanization. With these demographic changes, disposable incomes of urban consumers have been expected to double between 2010 and 2020, according to McKinsey. As these consumers have become wealthier and more focused on their personal finances, there has been a growing demand for resources to help them manage their planning and budgeting.

The start-up previously raised a series B round worth ten of millions of U.S. dollar from Chinese venture capital firm Fosun RZ Capital and Sequoia Capital in 2014. One year prior, it raised a series A round worth ten of millions of U.S. dollar from Sequoia. Suishou Plans to use the latest proceeds to expand its business across China.

https://www.chinamoneynetwork.com/2017/09/28/rrk-invests-chinese-personal-finance-management-platform-suishou

Deutsche Boerse to take stake in Trifacta

Securities

9/28/17

Deutsche Boerse AG, the stock exchange operator seeking to boost growth after a failed merger, is close to taking a minority stake in big data company Trifacta Inc., according to people familiar with the matter.

The transaction by Deutsche Boerse's venture capital arm may be announced as soon as Thursday, the people said, declining to be identified because the information is private. It's not clear how big the investment is and where it values the company.

Trifacta, which is based in San Francisco, helps clients including Deutsche Boerse transform raw data into structured formats for analysis. In February last year, it raised $35 million in fresh capital from existing investors Accel Partners, Greylock Partners, Ignition Partners and a new investor, Cathay Innovation. The funding brought the company's total amount raised to more than $76 million. Infosys Ltd., the iconic Indian outsourcing company, is also a backer.

Deutsche Boerse's investment is part of a broader initiative to strengthen growth after its planned multi-billion merger with the London Stock Exchange Group Plc collapsed earlier this year. The German company earlier this month co-led a funding round in RegTek.Solutions Inc., a regulatory reporting software provider, and in July disclosed it will invest $10 million for a minority stake in Trumid, a financial technology company that provides an electronic trading network for corporate bonds.

Trifacta last month announced that Deutsche Boerse had implemented its Trifacta Wrangler Enterprises service. Konrad Sippel, head of Deutsche Boerse's Content Lab, said at the time the move will help his company develop and implement data driven solutions for risk management, investment decision making and trading analytics.

The exchange operator and its Chief Executive Officer Carsten Kengeter have come under fire after German authorities looked into whether the CEO traded on non-public information. Frankfurt prosecutors have offered to settle for a fine of 10.5 million euros against Deutsche Boerse and 500,000 euros for Kengeter, but Germany's financial watchdog Bafin is said to oppose the deal as too lenient.

https://www.bloomberg.com/news/articles/2017-09-28/deutsche-boerse-said-to-take-stake-in-big-data-company-trifacta

Fintech startup Albert brings in $4.3 million

Securities

9/28/17

According to a recent SEC filing, Albert has raised $4.3 million in financing from an undisclosed investor.

Albert connects to users' financial accounts, provides advice, and finds actionable ways to improve their financial health.

The recommendations provided by Albert include repaying credit card debt with low-interest loans, obtaining renter's insurance, or setting up right retirement plans. The company maintains it has built relationships with the world's largest financial institutions so users can get loans with only a few taps, save automatically each week, or get insurance using only a thumb print.

https://newscenter.io/2017/09/fintech-startup-albert-brings-4-3-million/

Stockpile raises $30 million for fractional stock trading app

Securities

9/29/17

Millennial-focused fractional share trading app Stockpile has raised $30 million in Series B funding led by Fidelity backed Eight Roads Ventures. This latest investment brings the total raised by Stockpile to more than $45 million. Mayfield led Stockpile's $15 million Series A in October 2015, with participation by Arbor Ventures, Stanford University, and actor Ashton Kutcher.

"We're on a mission to make it simple for everyone - especially young, first-time investors - to save and invest for their future," says Avi Lele, Stockpile's founder and CEO. "Fractional shares make market investing fun, easy, and personal. Even someone with only a few dollars can buy a piece of a favorite brand like Amazon or Alphabet, which are currently trading close to $1000 a share."

Stockpile customers can download the iPhone or Android app or visit stockpile.com to open a free account for themselves or anyone in their family, including children under 18. They can buy individual stocks or ETFs at 99 cents a trade, set up an automatic investment plan, track their investments, learn about stock investing through free mini-lessons, or help others get started by purchasing e-gifts or physical gift cards redeemable for stock.

https://www.finextra.com/newsarticle/31127/stockpile-raises-30-million-for-fractional-stock-trading-app?utm_medium=dailynewsletter&utm_source=2017-10-2

Vestwell raises $8 million in Series A funding led by F-Prime Capital Partners

Securities

10/2/17

Vestwell, the industry's first and only fiduciary-backed retirement platform for the financial advisor community, today announced $8 million in Series A Funding led by F-Prime Capital Partners, the venture capital group associated with the parent company of Fidelity Investments, with participation from Primary Venture Partners, FinTech Collective, and Commerce Ventures. Launched in late 2016, Vestwell received $4.5 million in its initial Series Seed of financing in September 2016.

Vestwell has grown rapidly this year with an exceptional market reception. As advisors look to better engage with their clients, while scaling their practice, Vestwell's platform can be leveraged to facilitate every aspect of the advisor, company and employee's needs. The unbundled, turnkey 401(k) and 403(b) platform becomes an extension of the financial services firm, helping to reshape how plan sponsors and employees are serviced. The multi-recordkeeper, multi-custodial technology can also incorporate 3(21), 3(38) and 3(16) investment and administrative services.

So far this year, the company has signed over 50 registered investment advisor (RIAs) firms, as well as independent broker-dealers, asset managers, and bank/trust custodians, with plans to onboard several thousand advisors this year. The funding will be used to grow the team while further enhancing the technology.

In conjunction with this funding news, Vestwell also announces Ben Malka as a member to the Board of Directors. Malka is a partner at F-Prime Capital and also serves as co-chairman of the Financial Services Venture Capital Association.

"We're excited to increase our reach in the financial advice industry and continue to develop better technology for our clients," said Aaron Schumm, Founder and CEO of Vestwell. "Vestwell was founded to provide advisors and plan sponsors with an affordable, compliant, and easy-to-use retirement planning solution to help close the retirement savings gap in America, and F-Prime has supported that mission since our inception. This announcement, combined with the outstanding leadership that Ben brings to the Board of Directors, is instrumental to Vestwell's success."

"Vestwell's white-labeled platform provides financial advisors with the ease of compliance and automation while maintaining the human interaction that makes their businesses succeed," said Malka. "By giving advisors and plan sponsors access to low-cost plan options, Vestwell is providing employees across the country with the tools and plans that can help them to retire happily."

https://www.prnewswire.com/news-releases/vestwell-raises-8-million-in-series-a-funding-led-by-f-prime-capital-partners-300528221.html

Dynamo Software announces growth investment from Francisco Partners

Securities

10/2/17

Dynamo Software ("Dynamo"), the premier provider of configurable, cloud-based investment management software for the alternative asset investment industry, today announced a majority investment from Francisco Partners, a global, technology-focused private equity firm. The investment will provide Dynamo with a capital partner to support the company's continued growth and product innovation. Members of Dynamo management and employees will also retain significant ownership stakes in the company.

"We are extremely excited to announce this investment by Francisco Partners," said Krassen Draganov, founder and CEO of Dynamo Software. "Thanks to their prior investments in the alternative asset management software market, they bring to bear highly relevant experience and are uniquely suited to help us accelerate our growth from here forward."

In recent years, Dynamo has witnessed significant growth as alternative asset managers – including private equity, venture capital, real estate, and hedge funds along with institutional investors – have increasingly sought cloud-based solutions to manage their investment processes. Dynamo provides fund managers and limited partners with a configurable and modular solution that can be deployed across multiple sites and geographies. The company's end-to-end platform allows its customers to automate workflows, enhance decision making, and manage heightened regulatory requirements.

"Dynamo serves a blue-chip list of over 400 customers who derive tremendous value from the software every day," said Peter Christodoulo, Partner at Francisco Partners. "With its cloud-based solution, the Company is primed to become a leader in the alternative asset management software market."

"Krassen and his team have built an impressive company and we are excited to partner with Dynamo to help take the business to the next level," said Paul Wheeler, Operating Partner at Francisco Partners Consulting, "Francisco Partners is eager to further invest in the platform to ensure that Dynamo continues to deliver industry-leading technology to its current and future customers." Wheeler previously served as the Chief Operating Officer of eFront and will be joining the Dynamo board of directors.

For this transaction, Francisco Partners was advised by Weil, Gotshal & Manges LLP. Dynamo Software was advised by Quayle Munro and DLA Piper. Debt financing was provided by Madison Capital. Terms of the deal were not disclosed.

http://www.businesswire.com/news/home/20171002006138/en/Dynamo-Software-Announces-Growth-Investment-Francisco-Partners

Aviva buys majority stake in robo-advice platform Wealthify

Securities

10/5/17

Financial giant Aviva has bought a majority stake in Cardiff-based Wealthify, a robo-advice platform as the firm continues its digital push.

Wealthify, which doesn't make its AUM public, is "aiming to make affordable and accessible to the UK mass market, since its launch in April 2016. Its target market, it says, is millennials and those who are new to investment by providing a simple, easy to use and low fee digital investment service. For a minimum investment of £1 customers can invest in one of five diversified investment plans through ISAs and general investment accounts.

The capital investment from Aviva will be used primarily to accelerate the firm's "ambitious" growth plans as well as to develop technology to enhance its proposition says Richard Theo, the firm's CEO.

"We will remain focused on simplicity, affordability and transparency, and strive to make investing accessible to everyone," he said.

"Aviva's investment and access to their millions of UK customers gives us confidence that we can become the leader in this market in the UK and beyond."

The investment is part of Aviva's strategy to build customer loyalty by providing customers with a wide range of insurance and investment services all managed through Aviva's digital hub, MyAviva. Wealthify will be accessible to Aviva's customers through MyAviva, where it will be available alongside other Aviva products and services. Aviva's investment will also support Wealthify's business development; helping to accelerate Wealthify's future growth plans.

Blair Turnbull, Managing Director, Aviva UK Digital, said: Wealthify aims to take the complexity out of investing. It is remarkably easy to use, with no complicated jargon, no expensive fees, and you can start investing with as little as £1. It is particularly aimed at traditional cash savers, who are seeking to diversify their investments, and also at millennials who appreciate an effortless and straightforward digital experience."

"This is another important step in Aviva's digital strategy. It underlines our commitment to invest in and partner with leading digital businesses, allowing our customers to benefit from new technology and making insurance and investments simpler, easier and more convenient."

The transaction is subject to regulatory approval.

http://www.altfi.com/article/3586_aviva_buys_majority_stake_in_robo_advice_platform_wealthify

SPECIALTY FINANCE / ALTERNATE LENDING

Capcito raises SEK 20 million

Specialty Finance / Alternate Lending

9/25/17

Capcito, a developer of a Saas based fnancial platform designed to borrow money with customer invoices as collateral received SEK 20 million of venture funding from Skandinaviska Enskilda Banken and Collector Ventures on September 25, 2017.

The company's Saas based financial platform connects the loan applications to cloud based accounting services, enabling small businesses to take loans with their customers invoices as security.

Source: Pitchbook; Deal ID: 95335-48T

Mobility Capital Finance acquires assets from Rezzcard

Specialty Finance / Alternate Lending

9/27/17

Mobility Capital Finance, Inc. ("MoCaFi"), a leading mobile banking platform focused on building the financial health of communities across the United States, announced that it has acquired the assets of the rent payment platform Rezzcard.

"We are excited about the addition of Rezzcard's rent-focused bill pay capability because it strengthens our ability to provide individuals with a broader offering of innovative financial solutions that save people money and time. Rent payments are a large component of a family's monthly expenses which we can now address even more efficiently," said Wole Coaxum, CEO and founder of MoCaFi. "In doing so, we are expanding the number of on-ramps available to people so they can become a part of the financial mainstream."

Working with landlords, Rezzcard provides a technology-enabled solution that enables tenants to pay their rent with cash, credit card and checks, and have those payments delivered electronically to the landlord, while providing the tenants with a record of their payments.

"MoCaFi's commitment to improving the financial health of all Americans aligns well with our vision," said Alex Cooper, founder of Rezzcard. "This is an example of bringing two platforms together in a way that the total is greater than the sum of the two parts. I am excited about the opportunities ahead for our existing customers as they become familiar with the MoCaFi platform."

The acquisition was completed September 25, 2017.

https://www.prnewswire.com/news-releases/mobility-capital-finance-inc-acquires-assets-from-rezzcard-300526748.html

Ellie Mae completes acquisition of Velocify

Specialty Finance / Alternate Lending

10/3/17

Ellie Mae has announced that it has completed its acquisition of sales acceleration platform Velocify. The acquisition brings together leading mortgage technologies to accelerate the vision of offering a fully digital mortgage. Nick Hedges, former President and CEO of Velocify, will assume the role of Senior Vice President at Ellie Mae.

Going forward, Ellie Mae will integrate Velocify's lead management, engagement and distribution capabilities with Ellie Mae's Encompass CRM's unique approach to automated one-to-one personalized marketing and the Encompass Consumer Connect digital consumer experience. The robust solution will meet the needs of today's lenders by delivering a complete digital lead capture and conversion solution for creating interest, turning that interest into an application and then funding that loan quickly and at a low cost. Many of Ellie Mae's Encompass customers use the Velocify solution today.

"Ellie Mae's North Star is to automate everything automatable for the residential mortgage industry, and we believe that a true digital mortgage must encompass the entire loan lifecycle, from targeted marketing automation to lead generation to application to automated investor delivery. The acquisition of Velocify accelerates our delivery of a true digital mortgage solution for the industry," said Jonathan Corr, President and Chief Executive Officer of Ellie Mae. "In the coming months, we will integrate Velocify's lead management, engagement and distribution capabilities with our own CRM and Consumer Connect solutions to help lenders turn consumer interest into applications through a personalized, high-tech and human-touch experience."

Hedges said, "Velocify and Ellie Mae are longtime partners in the mortgage space thanks to our integration with their Encompass solution. We're both fueled by the mission to simplify and speed up the mortgage process to help lenders originate more loans, lower costs and reduce time to close. Velocify has built the leading software solution for consumer sales engagement during the early stages of the sales process and with this acquisition, we will extend that capability throughout the consumer buying cycle."

http://nationalmortgageprofessional.com/news/64609/ellie-completes-acquisition-velocify

San Francisco fintech Earnest sold for $155 million

Specialty Finance / Alternate Lending

10/5/17

Despite repeated denials for months that the startup was on the auction block, San Francisco-based fintech lender Earnest was sold Wednesday for $155 million in cash.

Wilmington, Del.-based Navient (NASDAQ: NAVI) reached an agreement to purchase Earnest for a price that doesn't bode well for other fintechs that can't make it on their own.

The deal is expected to close by year-end.

"By pairing Earnest's capabilities and technology with Navient's reach and resources, we can effect change at incredible scale," Earnest co-founder and CEO Louis Beryl said in a statement.

Earnest seeks to offer borrowers better rates and terms on refinancing student loans by relying on its data-driven approach to underwriting loans to strong borrowers. Earnest, which doesn't make subprime loans, looks beyond traditional measures of creditworthiness, taking into consideration income, savings, education, employment and credit history.

The company is expected to refinance almost $1 billion in student loans this year.

Navient said Earnest will continue as a distinct brand, led by its current management team that includes founders Beryl and Ben Hutchinson.

Earnest recently cut a deal to get up to $2.8 million in government incentives for creating 500 jobs in Utah over the next five years. Earnest employs about 150 people at its San Francisco headquarters.

Today's deal with Navient follows a steady chorus of denials to the media and other Bay Area fintech executives that Earnest was for sale.

But in August, Earnest hired Barclays (NYSE: BCS) to help it find a buyer and raise $50 million in equity, in a "dual track" process, The Information reported. At the time, it was thought Earnest could fetch as much as $200 million. Even at that price, it would have fallen short of prior valuations for the company, which had raised $200 million in debt and $100 million in equity.

"Earnest's efforts to raise new equity or a buyer is the latest fallout from the tumult in the online lending sector of the past year, as once sky-high valuations have come down," The Information reported in August.

https://www.bizjournals.com/sanfrancisco/news/2017/10/04/san-francisco-fintech-earnest-sold-navient-navi.html

DATA & ANALYTICS / IoT

LogTrust announces $35 million in funding from Insight Venture Partners

Data & Analytics / IoT

9/27/17

LogTrust, the fast insight big data analytics company, today announced it has closed a $35 million Series B round of financing led by new investor Insight Venture Partners. Current investor Kibo Ventures also participated in the round. Jeff Horing, co-founder and managing director of Insight Venture Partners, will join the LogTrust board of directors.

The scale and diversity of data created by digital transformation introduces a massive business visibility challenge for enterprises. LogTrust unifies and enhances machine, business and operational data for better business insight, decision making and actionability. "Speed to insight, scale and operational costs are the Achilles heel of traditional big data approaches," said Horing. "LogTrust has built a cloud based solution that fundamentally changes the speed, scale, and operation cost equation of big data analytics. Insight is proud to partner with LogTrust in this next phase of growth."

LogTrust provides an easy to use, big data analytics platform that requires zero DevOps resources to maintain. The speed of real-time and historical analytics remains absolutely constant, regardless of ingestion rate or amount of data collected. Customers are able to focus on big data applications, visualization of data and business insights, rather than the operational costs of scaling a big data platform.

LogTrust was also the first to introduce data modeling at query time. The LogTrust approach enables customers to adapt analytics over time as they learn about their business needs and KPIs while leaving the original collected data unchanged. All without needing to perform costly re-indexing.

"We are very excited to have Insight be part of this next stage of LogTrust growth," said Pedro Castillo, founder and CEO of LogTrust. "Their expertise in helping innovative companies scale is exactly why we decided to partner with them."

https://www.prnewswire.com/news-releases/logtrust-announces-35-million-in-funding-from-insight-venture-partners-300526651.html

Investors place $25 million on AtScale to get the big picture of big data

Data & Analytics / IoT

10/3/17

AtScale, a four-year old startup that helps companies get a big-picture view of their big data inside their BI tools, announced a $25 million Series C investment today. The round was led by Atlantic Bridge with participation from new investors Wells Fargo and Industry Ventures along with returning investors Storm Ventures, UMC, Comcast and XSeed Capital. With today's investment, the company has raised $45 million.

AtScale founder and CEO Dave Mariani was one of the big data pioneers at Yahoo in the 2009 and 2010 timeframe and he saw a big problem with big data. He was able to use Hadoop, which was originally developed at Yahoo about that time, to extract big data, but when it came to translating that much data for business users, there was a problem.

It required taking the data and reducing the scope to make it useable for the business intelligence tools that line of business employees were using. "I spent my time making data small for analytics. It was like sipping data through a straw," Mariani explained. He felt it was a wrong-headed approach, and as more companies faced the same issue, he saw a business opportunity if he could figure out a solution.

"A sense of urgency comes from [big data] pioneers who took a leap to big data and implemented Hadoop. They have this 'Oh shit!' moment where they realize none of their BI tools can talk to this, and they can't provide any value. They are looking for a solution to that problem," he said.

AtScale purports to solve all of that by providing a middleware type of solution. It allows companies who have been dealing with data snapshots, instead of the whole picture, to present the data to BI tools in such a way that they don't have to settle for that small data view.

"We take a bunch of data silos and put a semantic layer across the data platforms and expose them in a consistent way," Mariani said. That allows companies to see all of the data without cutting it into small chunks to make it work across these disparate sources.

While data is the lifeblood of any organization, Mariani says that companies like Home Depot, Allstate, Kraft-Heinz and American Express have been willing to take a chance with a startup because there simply are no big companies solving this problem right now and there is a real pain point inside these companies. The company launched in 2013, and they have been selling the solution since 2016. They currently have 95 employees, but that is likely to increase over the next given the new influx of capital.

https://techcrunch.com/2017/10/03/investors-place-25m-on-atscale-to-get-the-big-picture-of-big-data/

INFINIDAT raises $95 million Series C funding to accelerate disruption of data storage market

Data & Analytics / IoT

10/3/17

INFINIDAT, the market's leading independent provider of petabyte-scale data storage solutions, today announced it has closed a $95 million Series C financing round. The round was led by Goldman Sachs Private Capital Investing (PCI) with strong participation from Series B leader, TPG Growth. Equity raised by the company to date totals $325 million. With several hundred enterprise customers adopting the InfiniBox platform and more than two exabytes (two billion gigabytes) of storage deployed globally, INFINIDAT has established itself as a new leader in the $40 billion data storage industry.

"We have broken every record for growth of a data storage company in a few short years by focusing on fundamentals: anticipating customers' needs, ignoring hype cycles and fostering an inclusive culture of innovation and engineering excellence," said Moshe Yanai, INFINIDAT Chairman and CEO. "We are delighted that Goldman Sachs is joining us for the next chapter of this journey."

INFINIDAT was founded in 2011 and started selling its flagship InfiniBox product in 2014. Its early customers include several of the world's largest telcos, banks and cloud service providers, who deploy InfiniBox to consolidate large numbers of legacy enterprise systems onto a more efficient platform. Each InfiniBox system manages over 5 petabytes (5 million gigabytes) of data and provides industry-leading performance and reliability. Unlike traditional enterprise storage systems that rely on expensive flash hardware for performance, InfiniBox takes a software approach, using machine learning algorithms to extract very high performance and reliability out of low-cost hardware, including the same ultra-high capacity disk drive types typically employed by Google, Facebook and other hyperscale cloud operators for large-scale data storage. INFINIDAT has offices in 17 countries, is dual-headquartered in Waltham, MA and Herzliya, Israel and currently has 500 employees worldwide.

"We are excited to partner with INFINIDAT," said Holger Staude, VP Private Capital Investing at Goldman Sachs. "The company's impressive track record of technological innovation and strong, profitable growth really stands out among its peers in the storage industry."

Analyst firm IDC forecasts that, by 2025, the global datasphere will grow to 163 zettabytes, or ten times the 16.1 zettabytes of data generated in 2016. While the previous decade of storage growth was driven by the explosion of social media content and other user-generated data, the coming decade of growth is driven by machine-generated data, including the rise of IoT, AI, analytics and genomic science. IDC also predicts the majority of storage growth will shift from consumer-generated to enterprise-generated data.

INFINIDAT believes the coming enterprise data age requires a new way of thinking about information storage: a new storage architecture that is fundamentally different from the consumer-centric cloud storage platforms of the last decade and the legacy enterprise storage systems that came before them.

"Our mission is to store humanity's knowledge and make new types of computing possible," said Brian Carmody, CTO at INFINIDAT. "While the rest of the industry was pivoting to small, expensive, all-flash arrays to keep the cost per gibabyte as high as possible, we built a new software architecture that is expressly designed for the coming decade of hyper growth in the petabyte-scale market; our solution is a fraction of the cost and runs circles around the incumbents with respect to performance and reliability."

"TPG is pleased to increase our investment in INFINIDAT," said Tim Millikin, Principal, TPG. "INFINIDAT has achieved rapid growth while implementing a long-term vision that will further cement its leadership position in the data storage industry."

"We look forward to deploying the capital from this fundraising round to accelerate our innovations, reach more customers, move faster and continue to serve our loyal and amazing customer community," said Izhar Sharon, INFINIDAT President.

http://www.marketwired.com/press-release/infinidat-raises-95-million-series-c-16-billion-valuation-accelerate-disruption-data-2235802.htm

Software maker FogHorn raises $30 million in latest funding round

Data & Analytics / IoT

10/4/17

FogHorn Systems, whose software aims to save companies' money by streamlining data processing, said it has raised $30 million from investors led by Intel Capital and Saudi Aramco Energy Ventures.

Including the latest funding round, the company has so far raised $47.5 million, Chief Executive David King told Reuters in an interview on Monday.

He declined to disclose the company's current valuation.

Founded in 2014, FogHorn is one of the first companies to make software in the little-known area of fog or edge computing that locally analyzes data collected from sensors deployed in industrial equipment to increase speed and save costs.

Edge computing eliminates the need for sending the data to the cloud, instead processing the information where it was generated, in milliseconds.

Many industrial companies are deploying sensors or so-called Industrial Internet of Things, which enables machines to talk to each other and detect problems before they occur.

California-based FogHorn said Honeywell Ventures also took part in the latest funding round, joining existing investors March Capital, GE, Dell Technologies Capital, Robert Bosch Venture Capital, Yokogawa and Darling Ventures.

FogHorn's computing engine can run big data analytics and machine learning on devices that have lower processing power.

The company has forged partnerships with Intel, Dell, GE and other technology companies to get its technology integrated in their products.

FogHorn, which has dozens of customers including Saudi Aramco, GE (GE.N), Dell and Hewlett Packard Enterprise (HPE.N), is in the early revenue generation stage, King said.

https://www.reuters.com/article/us-foghorn-funding/software-maker-foghorn-raises-30-million-in-latest-funding-round-idUSKBN1C92CH

Numetric raises nearly $13 million in funding

Data & Analytics / IoT

10/4/17

Numetric, a Salt Lake City, UT-based business analytics platform, raised nearly $13M in funding.

The round was led by Insight Venture Partners, EPIC Ventures, Tim Draper, and Aaron Skonnard of Pluralsight. In conjunction with the funding, Nicolas Wittenborn of Insight Venture Partners will be joining the board.

The company intends to use the funds to invest in further building out its team and platform.

Led by Robert Sweeney, founder and CEO, Numetric provides a business analytics platform that allows users at all levels of expertise to quickly access and cut through spreadsheet-crashing levels of data.

The company boasts corporate customers from Lenovo to Shell and state governments from New York to Utah.

http://www.finsmes.com/2017/10/numetric-raises-nearly-13m-in-funding.html

Tibco acquires data virtualisation business from Cisco

Data & Analytics / IoT

10/5/17

TIBCO Software Inc., a global leader in integration, API management, and analytics, today announced it has entered into an agreement to acquire Cisco's Data Virtualisation business (formerly Composite Software), specifically Cisco Information Server, a market-leading solution that powers enterprise-scale data virtualisation, and associated consulting and support services. This strategic move strengthens TIBCO's portfolio of analytics products, allowing businesses to get analytic solutions into production faster than alternatives, while continuing to adapt as data sources change from traditional databases and big data sources to cloud and IoT. The transaction remains subject to customary conditions and is expected to close in the coming weeks.

Data Virtualisation helps knowledge workers to quickly discover and access their own views of corporate data in an automated, intelligent way. The Cisco technology can access a large, diverse, and complex set of enterprise data stores and create a "virtual" data layer for analytics without disturbing the source data. All this is done without extracting data via ETL in a separate data warehouse.

"Data Virtualisation helps our customers find and analyse the data they need in hours or days, rather than months, so that they can quickly discover insights and take insight-driven action," said Mark Palmer, senior vice president of analytics, TIBCO. "The next generation of business intelligence depends on doing more with analytics than just putting data on a graph. Data Virtualisation is a key component of getting the right data at the right time to business analysts, data scientists, and automated applications using streaming analytics."

The addition of the Data Virtualisation business will enable TIBCO analytics users, including TIBCO Spotfire customers, to improve data agility for faster responses to ever-changing analytics and business intelligence needs, reduce data complexity for enhanced scalability, and drive better business insights. Spotfire is a smart, secure, enterprise-class analytics platform with built-in data wrangling that delivers AI-driven, visual, and streaming analytics. The Spotfire product line includes seamless enhancement of Cisco's Data Virtualisation into TIBCO's broader Connected Intelligence platform, while also delivering enhanced end-to-end data discovery and governance.

https://www.finextra.com/pressarticle/71020/tibco-acquires-data-virtualisation-business-from-cisco?utm_medium=dailynewsletter&utm_source=2017-10-6

Software startup Indico closes $1.5 million

Data & Analytics / IoT

10/6/17

Indico announced it has secured $1.5 million in financing led by .406 Ventures.

Indico plans to build steel mills for the next industrial revolution. The company makes productivity tools for data scientists at small- and medium-sized businesses by automating parts of their workflow. Just as Adobe brought the creative suite to desktop publishing and made every designer a web developer, Indico seeks to bring tools and workflow to machine learning, making every programmer a potential data scientist.

In its announcement, the company said the new funding will be used to extend Indico's technology platform and add to its product offerings.

https://newscenter.io/2017/10/software-startup-indico-closes-1-5-million/

OTHERS

Element Data acquires BehaviorMatrix technology

Others

10/2/17

Element Data, Inc., a decision support software platform that harnesses artificial intelligence and machine learning has acquired the assets and patent of BehaviorMatrix, LLC, a Philadelphia, Pennsylvania area technology company specializing in understanding human emotion and behavioral cues from digital communication.

The acquisition will further evolve the technological capabilities of the world's first cognitive decision engine by bringing clarity to data and scientific measurement to emotion simplifying the complex process of understanding emotions from vast amounts of digital content.

Element Data's Chief Technology Officer Charles Davis said, "Decision making frequently includes an emotional component. Humans make irrational decisions due to extenuating circumstances. Acquiring BehaviorMatrix's technology and key patent will allow us to better understand the emotional drivers impacting the decision-making process."

BehaviorMatrix's Chief Executive Officer Dave Rolston said, "We are excited to see our technology integrated into Element Data's suite of products and believe understanding emotion is key to understanding how decisions are made."

The engineering team of Element Data is comprised of veteran developers, software architects and mathematicians with world-class expertise and named on over 50 awarded patents. The existing engineering team and advisors include:

Charles Davis, CTO, exited five start-ups and is the holder of several key patents in the behavioral biometric field including the ability to positively establish individual identity from keystroke patterns alone, and the development of the first quantitative model to determine emotional content in digital communication.

Vish Vadlamani, Senior Vice President of Engineering, has 25+ years of extensive software development experience in global knowledge-based systems at companies including Microsoft and Sun Microsystems.

Phani Vaddadi, Senior Vice President of Product, brings 25+ years of experience focused on semantics and knowledge systems, natural language processing, machine learning, query and document understanding, database, analytics, knowledge graphs, and cloud architecture.
Stephen Lawler, Advisor, was formerly a Vice President at Amazon.com and a 15-year veteran of Microsoft with roles including CTO of Bing Maps, General Manager of Software Development for Bing Mobile, Bing Maps, Local Search, MSN and Virtual Earth.

https://www.prnewswire.com/news-releases/element-data-acquires-behaviormatrix-technology-and-patent-to-quantify-human-emotion-and-behavior-300530564.html

HYPR Corp closes $8 million Series A funding round

Others

10/3/17

HYPR Corp., the leading provider of enterprise facing decentralized authentication solutions, is announcing it has closed an $8 million Series A round of funding led by RRE Ventures.

Existing investors RTP Ventures, Boldstart Ventures, and Mesh Ventures also participated. The Series A round brings total funding to date to $13 million, enabling HYPR to dramatically accelerate deployment of its next-gen security solutions. As part of this funding, industry veteran James Robinson IV of RRE Ventures will join HYPR's board of directors.

HYPR's decentralized authentication greatly reduces the risk of a mass data breach by eliminating the need to centrally store credentials. HYPR decentralizes and secures any form of authentication including passwords, PINs, and biometrics such as fingerprint, face, hand, retina, iris, voice, and behavior.

Designed for the enterprise, HYPR enables faster transaction speeds and frictionless user experiences through a customizable, user-centric and context-aware interface.

As the number of large-scale credentials breaches have increased, enterprises began to implement additional safeguards such as biometrics and multi-factor security. HYPR saw the need to ask a critical question that would revolutionize the identity and access management spectrum.

"At HYPR's inception we meditated on a complex problem, 'if protecting personal credentials is critical to ensuring the safety of our connected world, how can the public rely on enterprises to be responsible for our personal data?'" said George Avetisov, CEO of HYPR. "The answer was simple - decentralize the credentials and enterprises won't have to store them in the first place."

HYPR's approach has proven to be an attractive model for large enterprises, fueling rapid growth to over 25 million users deployed across the Fortune 500. As an end-to-end solution, enterprises and their customers that have leveraged the HYPR Secure FIDO Alliance service have benefited from enhanced security, privacy and usability. Password costs and fraud are eliminated, while the risk of a credentials breach is dramatically reduced.

With HYPR, users are assured that their personal credentials always remain solely in their possession, instead of a third party. HYPR provides enterprises with a powerful FIDO® Certified open architecture combined with advanced hardware level encryption to empower secure biometrics, PINs and passwords while eliminating the need for a centralized credential store.

The HYPR solution provides enterprises dozens of biometric modalities out-of-the-box, fully integrated into any application, and ready to deploy across billions of devices and sensors. The

funding radically accelerates the company's plans to scale across new verticals including online banking, ATMs, smart homes, and connected cars.

"In a world where mass data breaches are constantly making headlines, taking a new approach to authentication is critical to ensuring consumer confidence and trust in large enterprises. HYPR's focus on decentralized access has proven successful across ecosystems within finance, insurance and automotive, among other industries," said James Robinson IV, General Partner of RRE Ventures "We are very excited to join HYPR as they reimagine the way enterprises provide secure access our connected world" James Robinson IV is known for his investment in Venmo, Tectronix, and Huffington Post among others. He has been recognized as a leading venture capitalist on the Forbes Midas List of Top 100 VC's.

HYPR will be announcing its latest platform release and new strategic partnerships at the upcoming Money 20/20 conference in October 2017.

https://www.finextra.com/pressarticle/70845/hypr-corp-closes-8m-series-a-funding-round