



**Evolve**  
Capital Partners

## **Weekly Deals Update**

Week Ending 05/18/18

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**SPECIALIZED INVESTMENT BANKERS AT THE INTERSECTION OF FINANCE AND TECHNOLOGY**

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## Key Deals

### M&A

Date	Target	Acquirer(s)	Sector	Amount (\$mm)
5/17/18	iZettle®	 PayPal	Payments	\$2,200
5/15/18	 iX Payment Services	 worldline e-payment services	Payments	\$2,865

### Financing

Date	Target	Lead Investor	Sector	Amount (\$mm)
5/16/18	 cloudvirga™	OROGEN™	Bank Technology Solutions	\$50
5/14/18	 ollo	RIVERWOOD  CAPITAL	Payments	\$100

## Preface

Each week, Evolve Capital Partners compiles select M&A and financing transactions across the finance and technology sectors. We analyze multiple 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](http://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](mailto:admin@evolve-capital.com) or call (646) 688-2792.

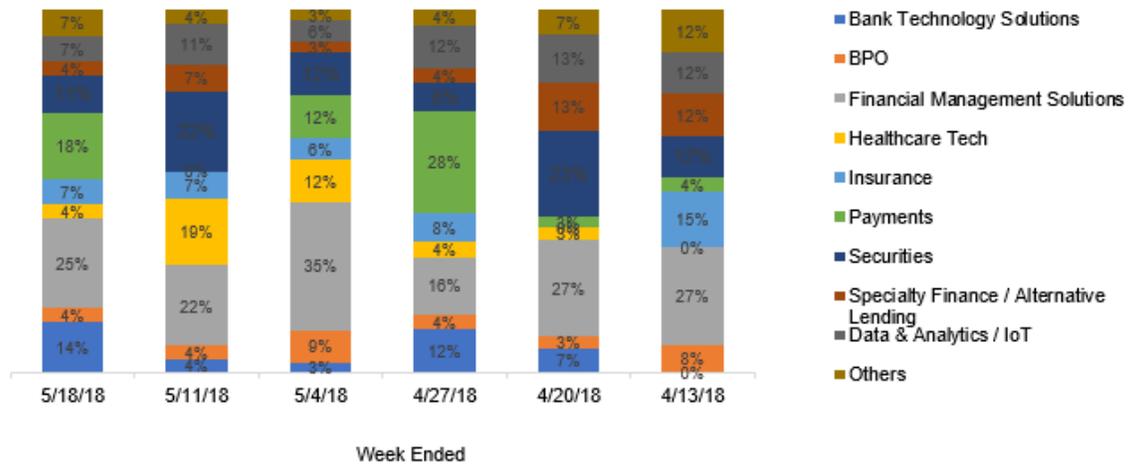
### Sectors we cover at the intersection of finance and technology include:

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

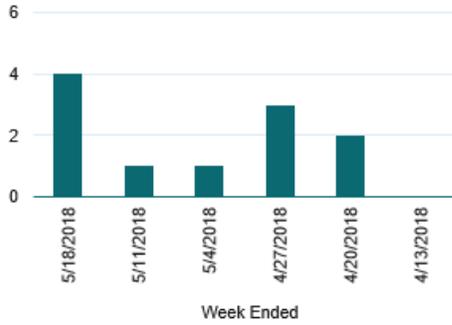
## Deals Count

Sector	Number of Deals	% of Total
Bank Technology Solutions	4	15%
BPO	1	4%
Financial Management Solutions	7	26%
Healthcare Tech	4	15%
Insurance	2	7%
Payments	5	19%
Securities	3	11%
Specialty Finance / Alternative Lending	1	4%
Data & Analytics / IoT	0	0%
Others	0	0%
<b>Total</b>	<b>27</b>	<b>100%</b>

## Sector-Wise Deals Breakdown



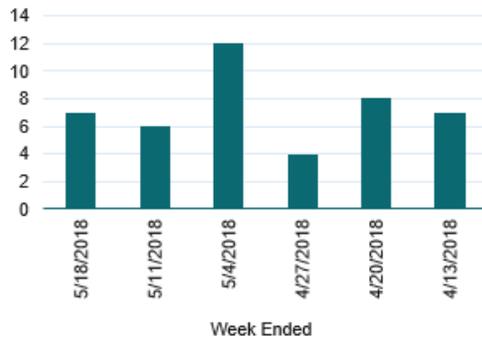
### Bank Technology Solutions



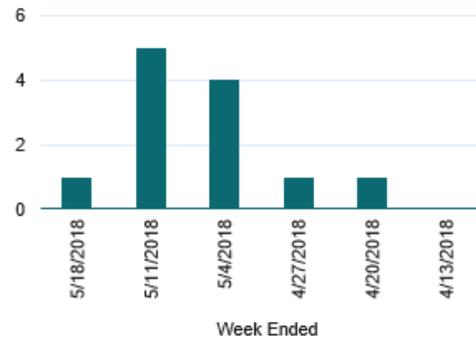
### BPO



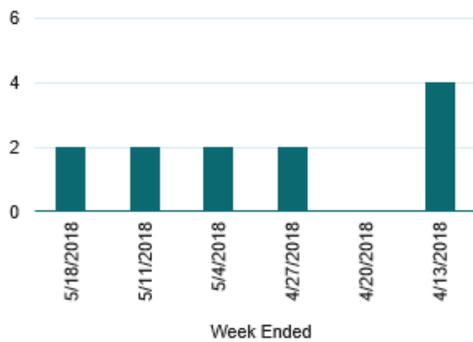
### Financial Management Solutions



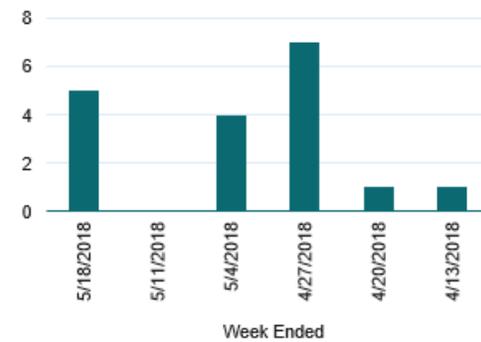
### Healthcare Tech



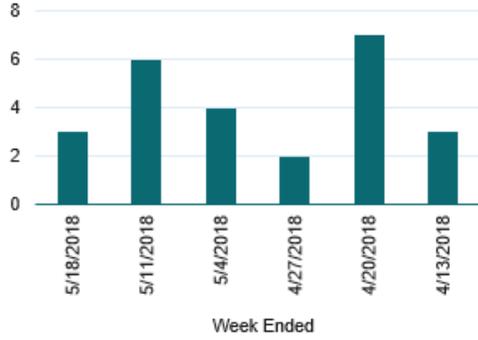
### Insurance



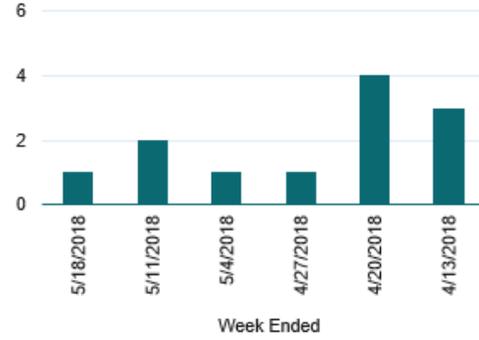
### Payments



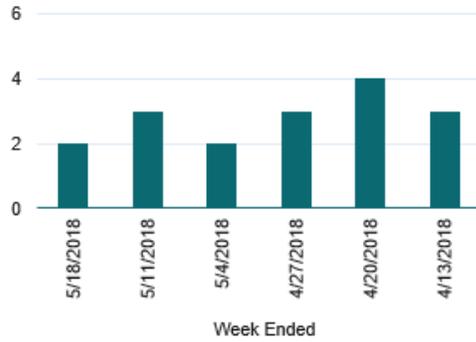
### Securities



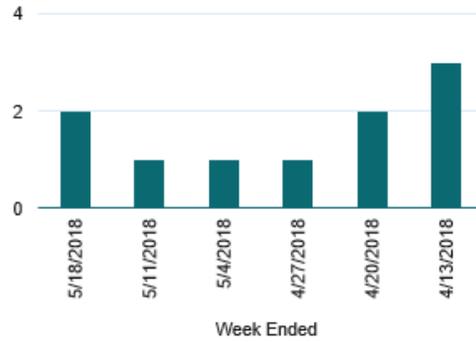
### Specialty Finance / Alternative Lending



### Data & Analytics / IoT



### Others





# **BANK TECHNOLOGY SOLUTIONS**

## Danske Bank invests in personal finance app Spiir

### Bank Technology Solutions

5/16/18

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Danske Bank has made a multi-million krone investment in Danish account aggregation and budgeting app Spiir in preparation for the advent of Open Banking under the EU's new Payment Services Directive (PSD2). Founded in 2011, more than 200,000 Danes today use from Spiir to manage their budget, monitor their spending and find less expensive alternatives for their fixed expenses.

For the account aggregation element, Spiir has set up its own Nordic API Gateway ahead of the incoming PSD2 Directive as a data sharing utility for banks in advance of the development of individual bank API platforms.

The Gateway is an attractive proposition for Danske Bank, which is currently building its own sandbox for developers to play with its APIs ahead of a proper launch along the lines of the UK model at a later date.

Rune Mai, Spiir CEO, says: "With Danske Bank to back us, we now have the opportunity to accelerate the development of both Spiir and Nordic API Gateway. The partnership represents a benefit for consumers because they can use their data where it makes sense, but also for businesses, where one can, for example, imagine liquidity management or accounting solutions that automatically perform reconciliations with a bank."

[https://www.finextra.com/newsarticle/32112/danske-bank-invests-in-personal-finance-app-spiir?utm\\_medium=dailynewsletter&utm\\_source=2018-5-17&member=93489](https://www.finextra.com/newsarticle/32112/danske-bank-invests-in-personal-finance-app-spiir?utm_medium=dailynewsletter&utm_source=2018-5-17&member=93489)

## Cloudvirga raises \$50 million to deliver a truly digital mortgage experience

### Bank Technology Solutions

5/16/18

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Cloudvirga™, a leading provider of digital mortgage point-of-sale (POS) software whose enterprise technology is powered by the intelligent Mortgage Platform®, today announced the closing of a \$50-million Series C funding round led by private-equity firm Riverwood Capital (Riverwood) with ongoing participation from Upfront Ventures. The new funding will support Cloudvirga's mission to help lenders reduce record-high loan production costs via automation and empower borrowers with greater transparency and engagement in the mortgage transaction.

"We believe the material opportunity in the \$1.6 trillion U.S. mortgage market lies in digitizing and automating not just the loan application, but the mortgage factory," said Cloudvirga CEO Michael Schreck. "Our industry's current 'shiny object syndrome' has resulted in a preoccupation with the digital application. Instead, Cloudvirga's technology uniquely tackles the mortgage cost problem, which has helped us garner tremendous interest from many of the country's top private-equity funds."

Schreck added, "Ultimately, we found our ideal capital partner in Riverwood Capital, whose unique experience supporting rapidly growing fintech firms from both Silicon Valley and New York is a perfect fit for Cloudvirga. We are also grateful for Upfront Ventures' ongoing confidence in our company."

"The mortgage market is one of the largest in the country, yet innovators are still nibbling on the edges of mortgage automation," said Riverwood executives Scott Ransenberg and Jay Schneider. "Cloudvirga has the right fusion of mortgage and technology DNA to transform the way lenders do business. Cloudvirga's blue chip customer base, which includes many of the largest and most sophisticated mortgage lenders in the country, is a testament to their unique end-to-end solution." With this funding, both Schneider and Ransenberg will join Cloudvirga's board of directors.

Cloudvirga had previously raised over \$27 million, including a nearly \$20 million Series B led by Blackstone Group portfolio company Incenter and a \$7.5 million Series A led by Upfront Ventures, Tribeca Angels and Dallas Capital. Cloudvirga's total investment support now exceeds \$77 million. DCS Advisory LLC acted as the exclusive financial advisor to Cloudvirga in connection with the current transaction.

<https://www.prnewswire.com/news-releases/cloudvirga-raises-50-million-to-deliver-a-truly-digital-mortgage-experience-300649259.html>

## Capital One buys digital identity start-up Confyrm

### Bank Technology Solutions

5/14/18

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Capital One has acquired San Francisco-based digital identity start-up Confyrm as it seeks to capture the market for consumer identity services

Financial details were not disclosed, but as part of the deal Andrew Nash, founder and CEO of Confyrm, has become managing vice-president of Capital One's consumer identity services. No word on what happens to the rest of the staff.

Nash says: "Start-ups are formed for many reasons – sometimes it is because there is a challenge that needs to be tackled, and it requires a scrappy little start-up to prove that we can make a difference."

Confyrm was founded five years ago and offers help against online fraud.

According to Nash, identity systems are becoming more and more complex as they are progressively more distributed, federated and outsourced. He says digital identity systems are becoming core to trusted online transactions for governments, companies and consumers alike.

Confyrm works by sharing security alerts using "privacy enhancing" distribution methods to "increase safety while avoiding impacting privacy or brand trust".

The firm offers its Confyrm Event Warning System, a platform of shared privacy-preserving identity alerts providing detection of digital identity risk. The system works by providing notifications of suspicious account activity with providers across the ecosystem.

Nash has previously worked as director of technologies at RSA Security, and served on the boards of the Open ID Foundation, Open Identity eXchange, and the Information Card Foundation.

Capital One is staying active in the fintech space. Back in March, it was reported that Amazon was talking to JP Morgan Chase and Capital One about a checking account-like product.

<https://www.bankingtech.com/2018/05/capital-one-buys-digital-identity-start-up-confyrm/>

## Britain's Zoopla, PrimeLocation bought by Silver Lake for \$3 billion

### Bank Technology Solutions

5/11/18

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Along with rival and market leader Rightmove (RMV.L), ZPG dominates online searches by people looking to buy or rent homes in Britain. Zoopla's sites carry property listings for nearly 15,000 estate agent branches.

Residential property transactions across the UK rose by 4.5 percent year-on-year to 1,206,180 in the year to March 2018, seasonally adjusted provisional data here from HM Revenue and Customs for those with completion values of 40,000 pounds or more show.

Analysts and bankers said on Friday the ZPG sale was likely to be used as a price benchmark for other mergers and acquisitions involving such portals and comparison websites.

Launched in 2007 by Alex Chesterman, who was also behind the LoveFilm video-on-demand service acquired by Amazon.com, ZPG was floated in 2014 and its shares have since risen by 69 percent.

Under the terms of the agreed deal, each ZPG shareholder will get 490 pence in cash, a premium of 31 percent over Thursday's close, U.S. private equity firm Silver Lake said.

Newspaper owner Daily Mail and General Trust (DMGOa.L), which merged its property portals Findaproperty and PrimeLocation with ZPG in 2012, will receive 642 million pounds for its near 30 percent stake.

If the ZPG deal completes, DMGT's returns from online property will total 890 million pounds, more than 14 times the cost of its original investments, it said, after its shares rose more than 9 percent to a 16-month high.

Meanwhile, ZPG's second biggest shareholder, hedge fund Lansdowne, declined to comment on whether it supported the bid.

Silver Lake, with around \$39 billion in assets under management, said ZPG, whose websites and apps attract more than 50 million visits a month, was a great growth technology story.

<https://www.reuters.com/article/us-zpg-m-a-silver-lake/britains-zoopla-primelocation-bought-by-silver-lake-for-3-billion-idUSKBN1IC0IQ>



**BPO**

## CGI Group (GIB) acquires IT Consulting firm Facilité Informatique

**BPO**

5/16/18

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CGI (NYSE: GIB) today announced the acquisition of Facilité Informatique, an IT consulting services firm with a strong local presence in Montréal and Québec City. With established practices in high-demand digital services, Facilité Informatique further increases CGI's extensive capabilities in order to best meet its clients' needs.

Facilité Informatique experts have worked with clients for more than 25 years across a wide range of industries, including transportation and logistics, utilities, banking, telecommunications, government, insurance and manufacturing. Facilité Informatique also brings deep expertise in agile development and security services. Through the merger, 350 professionals will join approximately 11,000 CGI professionals in Canada from coast-to-coast and 73,000 worldwide.

"This merger builds on our foundation of strong capabilities in Montréal and Québec City, specifically expanding our business and technology consulting expertise, which will help our clients deliver their transformation agendas." said Mark Boyajian, President of CGI's Canadian operations. We warmly welcome our new colleagues, and we look forward to introducing CGI's end-to-end service and solution portfolio to Facilité Informatique clients."

"This transaction is consistent with our Build and Buy strategy," said George D. Schindler, President and Chief Executive Officer, CGI. "Canada continues to be a strategic operation for CGI and Facilité Informatique represents another important step in advancing CGI's client proximity model, deepening our expertise and expanding our capabilities."

<https://www.streetinsider.com/Corporate+News/CGI+Group+%28GIB%29+Acquires+IT+Consulting+firm+Facilite+Informatique/14201497.html>



# **FINANCIAL MANAGEMENT SOLUTIONS**

## Portland 'smart apartments' startup IOTAS raises \$5.3 million

### Financial Management Solutions

5/17/18

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Big technology companies love to tout the connected home, houses where everything from thermostats to kitchen lighting is connected to the internet. A Portland startup, IOTAS, thinks the same market exists in apartments.

IOTAS said Wednesday it has raised \$5.3 million, including recent investments from the Oregon Angel Fund and Rogue Venture Partners, to develop its technology.

The Portland company's technology integrates with established smart home tools such as the Nest online thermostat or Amazon's Alexa, a voice-activated digital assistant. IOTAS also uses its own technology to help property managers monitor vacant apartments and hand over control to new tenants.

IOTAS' goal is to give property owners and tenants access to the same digital amenities homeowners seek, using technology to monitor and reduce their energy use by. For example, smart home technology can learn a resident's arrival and departure patterns, turning on heating and lighting only when it's needed.

Founder Sce Pike started IOTAS, according to the company, because research showed that millennials are most interested in smart home technology - but comparatively few young people own their own homes.

IOTAS has 14 employees, all but one at its office in Northeast Portland.

[http://www.oregonlive.com/silicon-forest/index.ssf/2017/05/portland\\_smart\\_apartments\\_star.html](http://www.oregonlive.com/silicon-forest/index.ssf/2017/05/portland_smart_apartments_star.html)

## Optimove acquires PowerInbox DynamicMail business

### Financial Management Solutions

5/16/18

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Relationship marketing hub Optimove has taken a step further in helping brands build an emotional relationship with their customers, writes Julie Muhn at Finovate. The New York-based company has acquired DynamicMail from PowerInbox.

DynamicMail specialises in real-time email personalisation and dynamic subscriber engagement and is expected to boost Optimove's growth. Here's how Optimove described the acquisition in its announcement: "After being built and developed as a brain, the company is now at a position to acquire muscle and give our clients a more holistic solution to their relationship marketing needs."

The 3,000 brands that use Optimove can now email their subscribers that can be updated in real-time to keep the contents relevant at the time the consumer opens it. Brands can also include dynamic content such as countdown timers, videos, and information, such as weather, that is based on a reader's current location.

As a part of the transition, eight of DynamicMail's employees will join Optimove's team. The financial details of the deal were not disclosed.

Optimove was founded in 2009 with a mission to "empower marketers with the emotional intelligence required to communicate with their customers most effectively at all times, via all available channels". Last year, the company's clients sent more than three billion personalised emails to their customers.

<https://www.bankingtech.com/2018/05/optimove-acquires-powerinbox-dynamicmail-business/>

## Canopy Tax announces \$12 million Series B extension

### Financial Management Solutions

5/16/18

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Canopy, the client and practice management platform for accountants that raised \$30 million in late March, has raised an additional \$12 million in funding from Tenaya Capital and Nyca Partners. This latest injection of capital, which resulted from the initial round being oversubscribed, brings the round total to \$42 million for what the company calls a “Series B-I.”

The company previously raised \$20 million in a Series B round led by Pelion Venture Partners in March 2017. Since its founding, the company has raised a total of \$72 million.

The idea for the Salt Lake City-based company was rooted in Avarell’s own frustrations with antiquated client and practice management systems available to accountants.

“It’s a huge disadvantage to accountants who are trying to compete with modern solutions[...] when they have to be in Windows and their competition, like TurboTax, can be in the cloud,” CEO Kurt Avarell told Crunchbase News in an interview.

Canopy has grown to a team of more than 250 employees and 5,000 users since its founding in 2014. Its aim to challenge the ages-old paper and Windows-based tax management system with its cloud-based platform has caught on with investors, too.

Chad Packard, Canopy Board Member and Partner at Pelion Venture Partners, told Crunchbase News in an interview “it’s a huge industry with a problem that software can solve around automation.”

According to the CEO, its software is increasingly attracting mid-sized regional accounting firms looking to automate their practice management systems. And while sales and marketing is a focus point for Canopy, especially as it raised its first \$20 million Series B, Avarell emphasized that the \$30 million Series B-I and \$12 million extension will be primarily directed to product development.

“Tax is so complicated — you have 60,000 plus pages of internal revenue code and you have to get all of those rules, [and] tax information into software... you have to give recommendation to accountants on how to solve those things,” Avarell explained. “So it’s just a very R&D intensive SaaS company.”

“We know exactly what we are going to be building for the next three years[...] We know where we need to be in a year and two and three years from now with the product,” Avarell said.

<https://news.crunchbase.com/news/canopy-tax-announces-12-million-series-b-extension/>

## Foxconn backs blockchain identity startup in \$7 million Series A round

### Financial Management Solutions

5/15/18

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Identity startup Cambridge Blockchain has closed a \$7 million Series A round led by HCM Capital, the investing arm of the Taiwanese manufacturing giant Foxconn Technology Group.

According to Tuesday's announcement, Foxconn is "exploring deployments" of software developed by Cambridge Blockchain to improve the management of connected devices and global supply chains.

Other participants in the financing round include Partech Ventures and Digital Currency Group, both of which also invested in Cambridge Blockchain's \$2 million funding round in February 2017.

The funding also marks the latest move by the Foxconn unit in financing startups in the blockchain space. Explaining its interest in this use case, Jack Lee, founding managing partner of HCM Capital, said in a statement:

"Digital identity is a critical building block to achieve value through decentralized information transfers."

As reported previously by CoinDesk, HCM Capital notably put \$18 million in the \$250 million investment venture Galaxy Digital, founded by Wall Street veteran Mike Novogratz.

Matthew Commons, Cambridge Blockchain's CEO, said of the deal:

"Foxconn's HCM brings a compelling strategic view of blockchain and digital identity. We're delighted to have their involvement, as well as the renewed backing of Partech and DCG."

<https://www.coindesk.com/identity-startup-cambridge-blockchain-nets-7-million-in-series-a-funding331643-2/>

## Deluxe small business sales \$43 million acquisition of LogoMix, Inc.

### Financial Management Solutions

5/15/18

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Deluxe Corporation (NYSE: DLX) announced that it recently acquired 100 percent of privately held LogoMix, a Boston-based provider of logo design and other small business branding and marketing services.

Founded in 2006, LogoMix enables businesses and individuals to create and purchase custom marketing products for use online and offline. On LogoMaker.com, users can create a custom logo in minutes and, in one click, print their logo on business cards, signs, pens and other offline marketing products. LogoMix's other marketing services include websites, business email, domains and Google Apps for Work.

The LogoMix acquisition strengthens Deluxe's fast-growing suite of innovative small business marketing services. Those solutions include website development and hosting, email marketing, social media, search engine optimization and logo design, in addition to the company's industry-leading checks and forms offerings. The move also improves Deluxe's reach, as more than 60 percent of LogoMix's customers are outside of the U.S.

Deluxe acquired LogoMix for \$43 million in an all cash transaction. LogoMix founder Craig Bloem, will remain with Deluxe, taking a position as vice president in the small business services unit, reporting to McRoberts.

Deluxe will integrate LogoMix's proprietary AI (Artificial Intelligence) capabilities across its business. These capabilities will give Deluxe the ability to better cross-sell Deluxe products to its customers. LogoMix currently sells more than 60 percent of its customers more than a single product.

LogoMix serves more than 900,000 customers in more than 120 countries. In addition to LogoMix.com, LogoMix also operates FreeLogoServices.com and LogoMarker.com. Deluxe will maintain the LogoMix name as it transitions its talent and tools into the Deluxe small business portfolio.

Choate advised with a team including Brian P. Lenihan (Picture), Timothy J. Becker, Wells W. Miller, Anthony Cahill and Alex Bossone.

<http://www.globallegalchronicle.com/deluxe-small-business-sales-inc-s-43-million-acquisition-of-logomix-inc/>

## Cloud security technology company ERP Maestro secures \$12 million

### Financial Management Technology

5/14/18

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ERP Maestro recently announced that it has successfully closed a \$12 million round of funding that was led by Aspen Capital and also saw participation from AdvancedStage Capital. The new round brings ERP Maestro's total raised till date to \$20 million. The company said it will use the new capital infusion to expand its product range, scale operations, and extend its platform's cloud integration capabilities into new markets.

Jody Paterson, founder and CEO, ERP Maestro, said, "Automated controls are a critical part of a company's total cyber-security defense and compliance solutions. Because our platform was built from the ground up as a cloud-deployed system, we have unmatched agility and the capability to easily extend into other security market segments. We are excited about the catalytic role we are playing in preventing and easing the pain of security and controls monitoring for governance, risk, and compliance (GRC) and the identity and access management (IAM) space."

The company's SaaS solution helps speed up access risk detection, prevention, and compliance in the SAP environment with access certification, segregation of duties (SoD) analysis, compliant user provisioning, and emergency access. It also brings down implementation time and reduces configuration expense and costly hardware while providing instant visibility into potential internal cybersecurity risks in SAP systems to enable prevention of these threats.

The company also announced the appointment of Brad Noe as Chief Technology Officer and Theresa Lawrence as Chief Marketing Officer. While Noe will focus on expanding technology capabilities and software development to fortify ERP Maestro's growth plans and product roadmap, Lawrence will work on the development of marketing strategy and brand positioning.

Noe holds more than three decades of technology leadership experience in major companies like Yahoo, Motorola, and IBM. He also has a history of developing engineering organizations in early stage startups. Before joining ERP Maestro, Noe served as the VP of Engineering of different startup companies in South Florida, including DayJet, Interclick, and Netspeak.

Lawrence has more than a decade of experience in leading marketing strategies and teams for cloud technology businesses, including Forbes' Most Innovative Companies and Fortune 500. She most recently co-founded and served as the Chief Marketing and Customer Officer of Fridayd. Lawrence previously served as the VP of Marketing at Modernizing Medicine and also served in senior marketing roles at Tyco Integrated Security and Ultimate Software.

<https://www.readitquik.com/news/security-2/cloud-security-technology-company-erp-maestro-secures-12-mn-and-expands-csuite/>

## Sovos acquires TrustWeaver, expanding e-invoicing compliance coverage in 60 countries

### Financial Management Solutions

5/3/18

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Sovos, a leading global provider of tax software, announced today that it will acquire Stockholm-based TrustWeaver, the leading provider of cloud software that helps businesses authenticate and centrally archive electronic documents for VAT audit purposes.

The announcement comes just weeks after the European Commission granted Italy permission to mandate electronic invoicing (e-invoicing), making it the first country in the European Union to do so. Italy's move paves the way for rapid expansion of real-time, transaction level reporting in Europe.

The acquisition extends Sovos' e-invoicing coverage to 60 countries in Europe, the Middle East, Africa and Asia Pacific, building on its success in Latin America, where e-invoicing has been used successfully in recent years to close VAT collection gaps. It also adds support for "post-audit" compliance, including e-signatures in compliance with the eIDAS Regulation, an onerous set of standards for electronic trust and identification in Europe.

In recent years, governments on six continents have mandated electronic signature rules, including proof of authenticity and proof of origin, and required invoice archiving for audit purposes, where specific invoice details must be searchable for as many as 10 years. TrustWeaver has led the way in safeguarding businesses from the risks and burdens of these measures, automating compliance with those rules within the most common procure-to-pay (P2P), EDI, business network, ERP and supply chain systems.

"TrustWeaver has become a seal of approval for the world's largest financial systems, which is a testament not only to the effectiveness of its software and integrations, but also to its ability to monitor and interpret regulatory change in the European region and beyond," said Andy Hovancik, president and CEO of Sovos. "We've built Sovos to reduce the costly friction between businesses and governments around the world, and it was immediately obvious to us that TrustWeaver provides an important part of that solution."

As digital tax enforcement spreads around the globe, businesses are faced with complex and fragmented requirements that slow critical financial processes, increase compliance costs and stretch financial systems beyond their capabilities. Until now, no software solution has addressed the whole global e-invoicing compliance market, but Sovos' acquisition of TrustWeaver changes that, according to Christiaan van der Valk, president of TrustWeaver.

"Sovos has built exactly what our clients and partners have been looking for. We can now automate every compliance step in purchasing and billing processes from tax determination to electronic invoice compliance to tax reporting," van der Valk said. "By adding Sovos' market-

leading solution for clearance e-invoicing to ours, we create something truly unique. It's a perfect fit, and we're looking forward to expanding our solution and extending our global reach."

Sovos, which announced its global tax automation platform, the Intelligent Compliance Cloud, last year, has been actively working to acquire the leading solutions for e-invoicing in every region. TrustWeaver, which has grown quickly as a result of technology-driven tax compliance by offering embedded compliance-as-a-service in more than 60 top financial systems, including SAP, IBM and Coupa, was a natural extension of that strategy, according to John Gledhill, vice president of corporate development for Sovos.

"As governments shift tax enforcement to the transaction level, our goal has been to create the first global solution for every form of transaction-level tax compliance, from SAF-T to real-time e-invoicing," Gledhill said. "TrustWeaver is our fourth acquisition in line with that goal. It puts us in the unique position to help our clients solve this problem globally instead of locally, which has a very positive impact on the bottom line."

The terms of the deal were not disclosed.

Sovos is owned by London-based Hg. Skadden provided legal counsel for Sovos. EY served as financial advisor to TrustWeaver, and Ramberg provided legal counsel.

<http://www.prweb.com/releases/2018/05/prweb15461981.htm>



# HEALTHCARE TECH

## Qventus raises \$30 million to expand AI-enabled hospital workflow tool

### Healthcare Tech

5/16/18

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Operations management startup Qventus said this week it completed a \$30 million Series B funding round, led by Bessemer Venture Partners.

The Mountain View, California company said it will use the money to expand its artificial intelligence-based platform aimed at streamlining hospital workflows.

With this latest funding round, Qventus has raised a total of \$43 million. Included in round were NewYork-Presbyterian Hospital as well as existing investors Mayfield Fund and Norwest Venture Partners. Over the past three years, the software has facilitated more than 3.8 million patient encounters and been deployed at health systems including NYP, Emory Healthcare in Atlanta and Wisconsin-based Mercy Health.

Machine learning and automation have the potential to increase workflow efficiency and allow clinicians to spend more time with their patients, rather than hunched over computer screens. Potential uses include applying speech-to-text and real-time translation algorithms over Skype to facilitate translation services in a virtual care setting. AI tools can also help with data review.

Qventus' AI-based tool is designed to help speed up workflows in a number of hospital areas, including the emergency department, perioperative areas, patient safety, inpatient, outpatient and pharmacy.

A new wave of AI tools seek to assist on operational workflows and rote administrative tasks rather than tackling clinical cases.

Earlier this month, digital health startup Suki announced it had reeled in \$20 million to advance an AI-enabled voice assistant for physicians. Researchers at Google,

One of Suki's founders, a Google alum, recently said speech recognition technology can be practical for transcribing medical conversations.

These companies seek to add value by helping caregivers practice at the top of their license as well as improve efficiency.

"As hospitals transition to a new model of value-based care, they are under tremendous pressure to provide services to their communities at sustainable margins," Stephen Kraus, partner at Bessemer Venture Partners and incoming member of Qventus' board, wrote on a blog post. "Given the huge complexities and inefficiencies in our healthcare system, the magnitude of this shift cannot be underestimated."

“Machine learning itself is not the important thing. It’s the operationalization of machine learning,” Mudit Garg, founder and CEO of Qventus, recently told Healthcare Dive in an interview.

AI fulfills the basic criteria of value for administrative or operational use cases, Garg said. It is achievable, approachable, the data are available and the tasks are repetitive versus one-off decision-making.

“No matter what happens from a regulations standpoint, whether it’s fee-for-service, fee-for-value, Affordable Care Act or not, those are the use cases that drive efficiency and value today,” Garg said.

<https://www.healthcaredive.com/news/qventus-raises-30m-to-expand-ai-enabled-hospital-workflow-tool/523649/>

## PriorAuthNow bags \$10.5 million for automated prior authorization services

Healthcare Tech

5/15/18

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Columbus, Ohio-based PriorAuthNow, maker of an electronic prior authorization platform, has closed a \$10.5 million Series A funding round. The investment was led by Atlanta-based BIP Capital, with participation from NCT Ventures and Detroit Venture Partners.

According to a statement, the funding will primarily be used to advance the company's operating capabilities and expand its team, with an aim to double its staff over the course of 2018.

"This significant funding is a huge vote of confidence in our business and will fuel our next phase of growth," Joe Anstine, CEO of PriorAuthNow, said in a statement. "PriorAuthNow is building a powerful solution to a multi-billion-dollar problem in healthcare. By automating prior authorizations, we help our clients improve their business processes and reduce costs, resulting in more efficient and better patient care. We're experiencing substantial revenue growth in 2018 and currently expect to triple our revenue again in 2019."

PriorAuthNow offers providers secure software that simplifies how they connect with insurance carriers. Hoping to make submission, monitoring, and finalization of prior authorizations faster and more economical, the company's software acts as a single product that replaces the phone calls, faxes, and payer portals that often comprise the process.

"PriorAuthNow is a disruptive technology platform that automates a highly manual process that plagues every health system and provider in the United States. It provides an immediate ROI for hospital executives looking for improved cash flow and revenue cycle," Sarath Degala, VP of BIP Capital, said in a statement. "PriorAuthNow CEO Joe Anstine is a dynamic leader with a unique vision and has surrounded himself with a passionate team who will continue to climb mountains in the company's evolution."

PriorAuthNow previously raised \$3.6 million in 2017 in a round led by NCT Ventures. After launching its software in 2018, the company said that its product is currently serving 39 hospitals and health systems, and has more than 1,600 unique users. Further, the company said that the service has reduced the turnaround times of client authorizations by more than 25 percent, with 45 percent of submitted requests requiring a decision resolved within a single business day.

<http://www.mobihealthnews.com/content/priorauthnow-bags-105m-automated-prior-authorization-services>

## CipherHealth receives strategic growth investment from JMI Equity

Healthcare Tech

5/14/18

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CipherHealth, the leading patient communication, engagement and care coordination software company today announced that it has received a significant strategic growth investment from JMI Equity, a growth equity firm focused on investing in leading software companies.

Since 2009, CipherHealth's integrated solutions have enabled providers across the care continuum to improve patient communication and care coordination with the latest technologies. With each technology, the company delivers highly configurable and easy-to-use solutions that provide a tailored experience for both staff members and patients.

"We're excited to partner with JMI and leverage their expertise and industry network to continue to grow and expand," said Randy Cheung, Co-Founder and Chief Executive Officer of CipherHealth. "JMI has a successful track record of supporting high-growth SaaS companies, and we are thrilled that they are joining us on our journey as we accelerate our growth and deliver the most comprehensive and integrated engagement platform available in healthcare."

With a focus on patient communication needs from pre-arrival education to follow-up care, CipherHealth helps healthcare organizations achieve Quadruple Aim goals through meaningful patient engagement and care team coordination. As healthcare transitions to value-based reimbursement models, effective communication with patients becomes increasingly important to optimize outcomes and improve operational efficiencies across the care continuum. Health systems that partner with CipherHealth in quality of care initiatives have seen a rate of improvement in patient satisfaction (HCAHPS) that is twice the national average. CipherHealth has customers in forty states and was ranked #1 in the Patient Outreach Category by KLAS in 2017.

"CipherHealth's solutions are pioneering more effective ways for healthcare providers to engage with their patients, driving improved clinical outcomes and patient experience," said Matt Emery, General Partner at JMI, who will join the board. "We look forward to partnering with CipherHealth as the team continues to innovate at the forefront of patient-centric care."

<https://www.prnewswire.com/news-releases/cipherhealth-receives-strategic-growth-investment-from-jmi-equity-300647571.html>

## Hint Health secures \$10m in funding led by AXA

### Healthcare Tech

5/10/18

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Hint Health, a San Francisco-based provider-focused direct care administration platform that enables doctors to disintermediate the health insurance industry, has secured \$10 million in Series A financing to continue expanding operations.

The financing was led by AXA Venture Partners who is also joining the board. Other investors included Webb Investment Network, Draper Associates, and healthcare funds Springrock Ventures, Meridian Street Capital, Launchpad Digital Health, and Tom Williams.

Hint is focused on powering provider-led solutions to improve cost, outcomes, patient experience, and provider satisfaction by completely eliminating the insurance middleman.

"Direct care is a proven solution that is gaining momentum across the country and is the blueprint for a complete reformulation of healthcare delivery," said Zak Holdsworth, co-founder and CEO of Hint Health. "Our vision is to accelerate this transformation and make direct care the new standard."

Clint Flanagan MD, founder and CEO of Nextera Healthcare, commented: "Employers across the country are starting to realize the control they have over managing their healthcare supply chain, starting with primary. Our clients are routinely showing total cost of care reduction in the 10-20% range."

Mike Lubin, vice president of Hint Health, said: "The healthcare technology industry is for the most part irrelevant to our clients who are pioneering new care delivery and payment models - the solutions that exist today do not support them. We are working hand in hand with these organizations to invent an entirely new category of product that is a key enabler in transforming healthcare."

[https://www.hrmonline.com/news/hint-health-secures-10m-in-funding-led-by-axa-1872?utm\\_source=Insurance+Tech+Newsletter&utm\\_campaign=65b61a3072-InsuranceNL\\_4\\_08\\_2018&utm\\_medium=email&utm\\_term=0\\_0c441eb5f9-65b61a3072-89035253](https://www.hrmonline.com/news/hint-health-secures-10m-in-funding-led-by-axa-1872?utm_source=Insurance+Tech+Newsletter&utm_campaign=65b61a3072-InsuranceNL_4_08_2018&utm_medium=email&utm_term=0_0c441eb5f9-65b61a3072-89035253)



# INSURANCE

## Beam Dental raises \$22.5 million Series C led by Kleiner Perkins to reimagine dental insurance for small and medium-sized businesses

Insurance

5/16/18

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Beam Dental, a next generation provider of dental insurance for small and medium-sized businesses, today announced it has raised \$22.5 million in Series C funding led by Kleiner Perkins. The company will use the funds to expand its data-driven technology platform nationwide from the 16 states in which it currently operates. Kleiner Perkins' Lucas Swisher will join Beam's board of directors.

Founded by Alex Frommeyer, Alex Curry, and Dan Dykes in 2012, Beam is transforming the \$78 billion dental insurance market by providing a better service experience for the entire benefits ecosystem: brokers, businesses, and members. Beam has rebuilt the dental insurance model with a customer-first focus.

It eliminates headaches for brokers and businesses alike when onboarding customers and managing claims, and provides unique dental care perks in the form of a reoccurring subscription service that includes an electric toothbrush, paste, floss, and replacement heads, delivered directly to the member's door.

"There has been little innovation in dental insurance in many years, resulting in a commoditized market," said Alex Frommeyer, CEO, Beam Dental. "We're excited to partner with Kleiner Perkins to change the expectations of SMBs all over the country when it comes to accessing affordable dental care with best in class service and support."

Beam's platform enables it to consume and segment a business' data to assess underwriting risk and price premiums better than its competitors. The company has automated critical pieces of policy administration — from enrollments to claims processing — to improve the speed and efficiency of its customer service.

Additionally, Beam has reinvented the product experience to differentiate itself by including unique perks for members to better connect with their dental plans.

With the Beam Brush, a sonic-powered connected toothbrush made available to all members as part of its 'Perks' subscription, the company helps lower premiums at renewal. Beam has also expanded its offerings in response to customer demand. The company recently announced a partnership with VSP VisionCare to offer high-quality vision plans as a bundle with its core dental product line.

"Beam's customer-centric focus at all stages of the value chain - from broker to business to member - is what initially attracted us to the business. They've also optimized their cost structure

in a unique way using software to automate key parts of the administrative stack. This combination is powerful, enabling Beam to find the right customers and offer them a better experience, often at a lower price," said Lucas Swisher, Kleiner Perkins.

<https://www.prnewswire.com/news-releases/beam-dental-raises-22-5-million-series-c-led-by-kleiner-perkins-to-reimagine-dental-insurance-for-small-and-medium-sized-businesses-300649278.html>

## Simplesurance raises \$24 million in Series C funding

### Insurance

5/8/18

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Berlin-based startup simplesurance, a leader in the InsurTech industry developing an insurance service platform, receives 24 Million Dollars in the final Series-C Round. Rheingau Founders, Rakuten Capital, the investment arm of Rakuten, Inc., and Allianz X have announced further investment. Lead investor is Allianz, who has started a financial and strategic partnership in 2016.

“We are excited about Allianz X’s follow-on investment into simplesurance,” said Dr. Nazim Cetin, CEO of Allianz X. “We have developed a great partnership and look forward to continuing the partnership and cooperation with simplesurance.”

This is the largest funding round since simplesurance’s founding in 2012 and will go towards expansion into new markets with Japan as a possible first target. Funding will also support the launch of new services like Cyber Protection, later this year.

The InsurTech industry has seen tremendous growth during the past year with simplesurance among the leaders in Europe.

“After six years, simplesurance is on the right track and we’re showing steady growth”, says simplesurance founder Robin von Hein proudly. “This additional investment will strengthen our competitive position as a leading insurance service provider around the world and facilitate expansion into new markets.”

"simplesurance has developed innovative solutions in both e-commerce and product insurance and has grown into one of the leaders in InsurTech", said Michael Piechalak, Principal at Rakuten Capital. "As Rakuten Capital is focused on working collaboratively with our portfolio companies on building long-term growth strategies, we are excited to be part of their future journey."

Founded in 2012, simplesurance has been changing the way people perceive and buy insurance, enabling customers to obtain tailored insurance policies for products purchased online. The company currently operates in 28 European markets as well as in North America through a partnership with New York based risk management services provider, Assurant.

“Our ticket in this round has been Rheingau’s investment so far. We are thrilled by the dynamic and successful development Robin, Joachim, and their whole team have led since we founded the company together. Simplesurance benefits from a first mover advantage in its cross-selling solution which now paves the ways for rapid global scaling”, says Dr. Tobias Johann from Rheingau Founders.

Simplesurance was founded with the digital customer journey in mind and develops innovative cross-selling software solutions that have been integrated into more than 2,500 online retail

shops, enabling customers to purchase product insurance at the point-of-sale. Leading ecommerce companies weltbild.de, preis24.de and Rakuten, financial providers like Revolut as well as smartphone manufacturers Huawei and OnePlus are among the companies utilizing simplesurance's solutions which generate extra margins for the shops and increase the level of customer service. The one-click-experience in the shopping basket provides customers with an all-inclusive service during their digital customer journey. Generation of insurance-relevant data, claim management and repair processing are fully automated.

With the launch of their own App "Schutzklick Makler", simplesurance has extended the value chain for its customers in Germany and their existing offerings of product insurance in e-commerce and on its the proprietary retail platforms including schutzklick.de. The app enables consumers to compare, purchase and manage insurance policies from a wide selection of providers. Customers also have access to an insurance expert that can provide guidance in selecting the right policy directly via app.

<https://www.finextra.com/pressarticle/73783/simplesurance-raises-24-million-in-series-c-funding>



# PAYMENTS

## PayPal expands retail payments with \$2.2 billion iZettle buy

### Payments

5/17/18

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PayPal Holdings Inc (PYPL.O) has agreed to buy Swedish financial technology startup iZettle for \$2.2 billion in the U.S. online payments provider's biggest ever acquisition.

The deal will allow the Californian company to expand into the retail payment terminals business in international markets, where it will compete with Silicon Valley firm Square Inc (SQ.N) founded by Twitter (TWTR.N) CEO Jack Dorsey.

Stockholm-based iZettle, which had advanced plans to go public, offers small businesses a miniature credit card reader that turns smartphones or tablets into payment registers.

It is present in 12 countries in Europe and Latin America and offers other services for managing small businesses.

By joining forces with PayPal, which operates in 200 countries, iZettle will be able to accelerate its expansion, including into the United States, the companies said.

Shares of PayPal closed up 1.8 percent on Nasdaq after the deal was announced on Thursday while Square fell 3.1 percent in New York Stock Exchange trading.

In most of the countries where it is active, iZettle drives more traffic through its sites than Square does, data from mobile and web traffic measurement firm SimilarWeb shows.

Since separating from online marketplace eBay (EBAY.O) in 2015, PayPal has reshaped itself from mostly processing online transactions for its parent company to offering a suite of digital payment services.

These range from lending to small businesses to facilitating money transfers between merchants and customers.

PayPal has been expanding aggressively through acquisitions and partnerships with large banks and technology firms including Bank of America Corp (BAC.N), JPMorgan Chase & Co (JPM.N), Apple Inc (AAPL.O) and Facebook Inc (FB.O)..

iZettle CEO and co-founder Jacob de Greer and the company's management team will continue to lead the business. This year the company expects to process \$6 billion in payments, resulting in gross revenue of \$165 million.

PayPal began to show serious interest in the company late in the run-up to its IPO, although the two companies have talked about different forms of collaboration for years, de Geer said in a statement on Friday.

### **Start-up Hits Factory**

Founded in 2010, iZettle is one of the largest fintech startups to emerge from Europe and one of a string of successful venture-backed companies to emerge from Sweden in the past decade or more.

Others include King, the makers of Candy Crush, streaming music leader Spotify and Klarna, a provider of payments and lending services to businesses that was valued at \$2.5 billion in a 2017 funding round.

iZettle is the latest in a string of successful Swedish start-ups which have sold out to bigger U.S. tech companies rather than list on the stock market.

These include messaging pioneer Skype and Mojang, makers of hit video game franchise Minecraft, both of which are now owned by Microsoft (MSFT.O).

Along with Square and iZettle, Dutch firm Adyen competes in the smartphone-enabled payment terminal business.

The company, which processes payments for Airbnb, Uber, Spotify and others, is eyeing a stock market listing in June that could value it at up to 9 billion euros, sources familiar with the matter told Reuters last month.

<https://www.reuters.com/article/us-izettle-m-a-paypal-hldg/paypal-agrees-to-buy-swedens-izettle-in-22-billion-deal-idUSKCN1I12MT>

## Plastiq secures \$27 million in new funding round to accelerate growth of payments platform for small business

### Payments

5/16/18

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Plastiq, the best way to pay your bills and business expenses by credit card, today announced it has raised \$27 million in additional financing from Atlas Venture, Khosla Ventures and Top Tier Capital Partners. Plastiq will use the funds to roll out new payment services and accelerate growth in the small business market.

The latest investment comes as Plastiq is experiencing record growth with business owners and consumers who are looking for a reliable and convenient way to pay virtually any bill, while benefiting from credit card points programs, early payment discounts, or a few days' float while an invoice settles. The company works with all major credit card providers, including American Express, Discover, Mastercard, Visa, and JCB, and its payments platform has served more than one million clients, processing billions in payments for a wide range of expenses, from business supplier payments, to contractors, to taxes and rent.

"We have a singular vision to make it easy to pay for virtually any expense with your credit card. Whether you are a small business owner looking to take advantage of hard-earned credit to pay for inventory or a commercial lease, or a consumer looking to maximize points by using Plastiq to pay your rent or tuition, Plastiq helps fund your most important payments—the ones you need to grow, compete, and win." said Eliot Buchanan, Plastiq CEO.

Plastiq recently expanded its leadership team, bringing on seasoned executives with expertise in the SMB market and payments industry who are adept at scaling teams for growth. New team members include:

- Noah Goldberg joins Plastiq as Head of Operations. An early employee of StubHub, he led Operations as the company experienced massive growth resulting in a \$300 million acquisition by eBay.
- Robert Mahnke was appointed General Counsel and Head of Compliance. He brings 20 years of legal experience and deep payments expertise from legal roles at PayPal and eBay.
- Serena Satyasai joins Plastiq as Head of Marketing and SMB Sales. A former Google and YouTube executive, she has extensive experience growing small business products globally.
- In addition, Plastiq has added new Board members and advisors. Karen Appleton Page, a former Apple executive and founding executive at Box, joins the Plastiq Board of Directors. Sam Garvin, Vice Chairman of the Phoenix Suns and a Plastiq investor, is now also serving as an advisor to the company.

"Plastiq has a unique opportunity to change the way businesses manage their payments and bring new levels of flexibility and convenience that business owners crave," said Garth Timoll, managing director, Top Tier Capital Partners.

Plastiq plans to use the funds from this round to acquire new business customers and develop additional payment services designed for small and medium-sized businesses.

<https://www.prnewswire.com/news-releases/plastiq-secures-27-million-in-new-funding-round-to-accelerate-growth-of-payments-platform-for-small-business-300649154.html>

## Worldline to acquire SIX Payment Services

### Payments

5/15/18

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Worldline is to acquire the payments service business of Switzerland's SIX Group in a deal which values the cards unit at \$2.75 billion. Under the terms of the transaction, SIX Payment Services will receive a 27% stake in Worldline, while Atos will retain its majority 51% share in the business.

The transaction is the latest in a series of deals across a rapidly consolidating payments market in Europe, in which large players with a broad product and geographic offering are gaining a competitive edge. SIX, which hired JPMorgan to run the rule over its payments services unit last September, says the combined company will be the largest European provider in the payments industry.

The current management and over 1300 employees of SIX Payment Services in Switzerland, Luxembourg, Austria, Germany, Poland, as well as other locations in Europe, will become part of Worldline's organisation when the deal closes in Q4, 2018.

Romeo Lacher, SIX chairman says: "This strategic partnership makes us Europe's leading and largest provider in one go. In the future, in addition to the existing SIX Payment Services offerings, our customers will also benefit from Worldline's innovative solutions along the entire value chain of cashless payment transactions".

[https://www.finextra.com/newsarticle/32099/worldline-to-acquire-six-payment-services?utm\\_medium=dailynewsletter&utm\\_source=2018-5-16&member=93489](https://www.finextra.com/newsarticle/32099/worldline-to-acquire-six-payment-services?utm_medium=dailynewsletter&utm_source=2018-5-16&member=93489)

## PumaPay raises \$117m in private token sale

### Payments

5/14/18

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Decentralized Vision, Cyprus-based blockchain company, has ended the Private Sale for its PumaPay project by raising \$117 million on May 7, 2018.

The fundraising has resulted in the Token Generation Event that produced the total supply of 78,042,956,829 PMA tokens. Besides achieving the fundraising milestone, PumaPay has signed up over 40 companies with over \$10 billion worth of transactions per year, as partners.

PumaPay's PullPayment Protocol was created with the mission to bring crypto payments in the daily life. Its innovative approach reverses the mechanisms of a transaction, enabling merchants to 'pull' crypto funds from their customers' account, thus avoiding the drawbacks of the current banking systems, such as high transaction costs, the insecurity of chargebacks (reverse transactions) and associated fines, and the lack of customer anonymity.

PumaPay Protocol supports payment practices that have been impossible on the blockchain, including recurring payments with fixed and variable amounts, pay-per-use transactions, restricted and split payments, and more, enabling merchants to run their businesses the way they're used to with credit cards.

"We are very proud and happy to have raised this amount of \$117 million, leading us to generating 78,042,956,829 PMA tokens," says PumaPay's CEO, Yoav Dror. "This great achievement will help us finish the development of our PullPayment Protocol, PumaPay wallets, the PumaPay Pride, and other innovative components to achieve our vision and values. It gives us the resource to expand our ecosystem, bringing more companies to adapt the protocol at this early stage. I would like to thank all our contributors for their trust and support. It is also a great honor to have so many companies to have committed to adapt the Protocol from the onset, introducing PMA as a payment method and creating a strong foundation for the PumaPay economy."

PumaPay has collaborated with notable companies, including adult entertainment giants, such as Vivid Entertainment, ImLive, AEBN, among others. In total, over 30 representatives of the adult industry, known for their strive for innovation, and new business ideas, have come onboard with this project. Representatives of other industries have committed to implementing the PumaPay solution from inception, for example, Fashion TV, CCBill, platforms like Rent24, Backpack.io, ExposeBox.

[https://www.finextra.com/pressarticle/73862/pumapay-raises-117m-in-private-token-sale?utm\\_medium=dailynewsletter&utm\\_source=2018-5-15&member=93489](https://www.finextra.com/pressarticle/73862/pumapay-raises-117m-in-private-token-sale?utm_medium=dailynewsletter&utm_source=2018-5-15&member=93489)

## Fair Square Financial, backed by Pine Brook, receives \$100 million growth equity investment from The Orogen Group

### Payments

5/14/18

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Fair Square Financial, LLC ("Fair Square" or "the Company"), marketer of the Ollo credit card, today announced that it has received a \$100 million equity investment from The Orogen Group ("Orogen"). The Orogen investment builds upon the initial 2016 equity commitment of \$200 million by financial services-focused private equity firm Pine Brook.

Fair Square will use the new investment to continue its growth trajectory and further its goal of providing credit to hard-working Americans who are often not adequately served by major financial brands.

"This investment validates our business strategy and management team, and recognizes the remarkable progress we have made since we launched the business," said Rob Habgood, CEO of Fair Square. "The customer response to our Ollo credit card has exceeded our expectations, and we feel great about our prospects for future growth. This new investment provides additional flexibility and will allow us to meet the high demand for the Ollo card well into the future."

Orogen is an operating company created by Vikram S. Pandit and Atairos Group, Inc. ("Atairos") that invests in financial services companies with proven business models and high growth potential.

In connection with the investment, Ruchi Madan, managing director of Orogen, and David Caplan, partner and general counsel of Atairos, have been appointed to the Board of Directors of Fair Square.

"The Orogen Group is excited to invest in Fair Square and to continue working with its talented and experienced management team," said Mr. Pandit, CEO of Orogen, and a member of Fair Square's Board of Directors. "The Fair Square team is taking a proven business model and enhancing it with the latest data and machine learning technology to provide credit to middle class Americans through superior underwriting. We look forward to helping the team build upon their initial success and achieve their growth potential."

Fair Square uses advances in technology and data to assess risk at an individual level and qualify customers for credit. With such innovations, Fair Square can offer tailored and competitive Ollo products to its target market. With Ollo credit cards, there are no surprises; customers get clear and simple products, streamlined digital servicing and credit that grows with them.

"Fair Square's combination of credit card industry expertise with advanced analytics has quickly made it the first significant 'CardTech' business," said William Spiegel, co-president of Pine Brook, the majority investor in Fair Square. Oliver Goldstein, managing director at Pine Brook,

commented, "we partnered with Vikram on the creation of Fair Square and are excited to have him and Orogen as partners as we apply our collective expertise in building financial businesses with disruptive models."

<https://www.prnewswire.com/news-releases/fair-square-financial-backed-by-pine-brook-receives-100-million-growth-equity-investment-from-the-orogen-group-300647572.html>



**SECURITIES**

## BCause gets \$25 million Series B funding from ASGARD for crypto ecosystem

### Securities

5/17/18

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BCause LLC has made an official announcement about their partnership with ASGARD Partners & Co. to help raise a capital of \$25 million in equity for their Series B funding. The deal will make ASGARD their exclusive Capital Market Advisors.

Notably, for their Series A equity round, SBI Holdings had agreed to acquire a 40% holding in BCause LLC and to provide significant amounts of crypto-currency mining gear to be co-located at Bcause's mining operations in Virginia Beach, Virginia. Following the launch of its cryptocurrency mining facility in February, BCause is in the process of establishing a spot market and, pending regulatory approval, a derivatives exchange and clearinghouse.

BCause has shown interest in launching its spot market this summer. They have already submitted a filing with the US Commodity Futures Trading Commission to become a designated Contract Market (DCM). Additionally, they are also finalizing submission to become a derivatives clearing organization (DCO).

Regarding this new development, the CEO of BCause said:

“We're extremely pleased with our progress to date and the talented team we've been assembling. Demand for our mining services has been beyond expectations. This Series B round will help bring us to the next level in executing on our ambitious plans. It's a pleasure to partner with ASGARD\*, which already has a deep understanding of, and enthusiasm for, our business model.”

ASGARD Partners & Co. is a next-generation financial firm combining private equity investments and capital markets advisory into one platform to better and more effectively serve portfolio companies, clients, and investors. ASGARD believes business is a powerful platform that can change the world for the better and is committed to serving entrepreneurs, companies and investors that share this belief. The partners at ASGARD have collectively arranged and advised on more than \$65 billion in transactions and have proven expertise across a wide spectrum of advisory services. ASGARD brings multi-functional capabilities to its clients and enables them to navigate their capital and growth decisions effectively.

<https://bitcoinexchangeuide.com/bcause-gets-25m-series-b-funding-from-asgard-for-crypto-ecosystem/>

## Crypto unicorn Circle creates a dollar-pegged “stablecoin” and raises \$110m

### Securities

5/16/18

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Circle, a Boston-based crypto finance company, has entered the unicorn club with its recent investment round. The company raised \$110m, which shot Circle’s valuation close to \$3bn. The investment round was led by Bitmain, a Chinese cryptocurrency mining giant, which has recently attempted to expand its operations outside of tightly regulated China.

“Bitmain Co-founder and CEO Jihan Wu is well known for espousing a vision similar to ours regarding the creation and adoption of a new global economy powered by cryptographic assets, distributed contracts, and open source blockchain technology”, said Circle’s founders Jeremy Allaire and Sean Neville in a blog post.

Part of this “new global economy” is US dollar coin, USDC. USDC is a dollar-pegged stablecoin, which is supposed to enable cryptocurrencies to make their break into mainstream use. “A price-stable currency, such as a token pegged to the US dollar, is critical for enabling mainstream adoption of blockchain technology for payments as well as for supporting maturation in financial contracts built on smart contract platforms, such as tokenized securities, loans, and property”, the founders explained.

USDC is not the first cryptocurrency pegged to a central bank-backed fiat currency but Circle claims it will be more transparent and better regulated than previous attempts. It operates within US money transmission laws and is based on an open source framework Centre. Centre is a subsidiary of Circle but it is open to participation for eligible financial institutions.

The aim is that customers and businesses can actually start using stablecoins in payments instead of simply investing in cryptocurrencies as a speculative investment. USDC is just one fiat-backed stable coin type. The long-term goal is to have multiple stablecoins that can be used to do financial transactions around the world. The Chinese partner Bitmain will not only provide funding to Circle but also take part in helping Centre to introduce multiple stablecoins that are backed by different fiat currencies.

“Circle will only be the first issuing member of the Centre network, and further tokenised fiat stablecoins may be issued by other audited, licensed, participating network members”, Allaire and Neville said in their blog post. Circle has an impressive line-up of investors behind it. For example, Goldman Sachs, IDG Capital Partners, Breyer Capital and Accel Partners have backed the company.

[http://www.altfi.com/article/4432\\_crypto-unicorn-circle-creates-a-new-dollar-pegged-stablecoin-and-raises-110m](http://www.altfi.com/article/4432_crypto-unicorn-circle-creates-a-new-dollar-pegged-stablecoin-and-raises-110m)

## PIMCO announces strategic partnership with Beacon Platform Incorporated

### Securities

5/10/18

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PIMCO, a leading global investment management firm, has entered into a strategic partnership with Beacon Platform Incorporated, a financial technology company specializing in the development of cloud-based, end-to-end development and production platforms. As part of the partnership, PIMCO has acquired a minority stake in Beacon and will license the Beacon platform to aid in delivering quantitative research and analytics to PIMCO portfolio managers globally.

Beacon's platform allows investment firms to build their proprietary analytical models and tools in a controlled, secure environment connected to relevant market and enterprise data. PIMCO will integrate the platform with its valuation models, risk analytics and technology. The platform will be deployed globally to deliver proprietary models developed in-house by PIMCO's quantitative analysts and technologists and will support the firm's 240 portfolio managers around the world.

"Quantitative models and technology are integral to PIMCO's investment process and this strategic partnership with Beacon will allow us to continue to innovate and evolve as the industry changes," says Emmanuel Roman, PIMCO's Chief Executive Officer. "Our portfolio managers around the world will have broad access to Beacon's platform for faster and more efficient use of PIMCO's proprietary risk analytics and quantitative research, helping them implement investment strategies to deliver attractive returns for our clients."

Beacon co-founders Kirat Singh and Mark Higgins added: "We're excited to partner with PIMCO at a time when a seismic shift in technology has created opportunities to better access and deploy analytical investment models. Beacon's modern software platforms give forward-thinking firms like PIMCO the ability to adapt and thrive as the pace of innovation continues to accelerate."

PIMCO's partnership with Beacon is part of the firm's broader strategic efforts to further integrate technology and quantitative research into our investment process. PIMCO recently announced it will open an office in Austin, Texas later this year, in part to recruit talented technologists to advance the firm's underlying investment-related infrastructure.

<https://globenewswire.com/news-release/2018/05/10/1500570/0/en/PIMCO-Announces-Strategic-Partnership-with-Beacon-Platform-Incorporated.html>



# **SPECIALTY FINANCE / ALTERNATIVE LENDING**

## LendingTree to buy credit-service provider HomeNews

Specialty Finance / Alternative Lending

5/15/18

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While it is true that a timeshare contract is a binding legal document, it is often mistakenly thought that such a contract cannot only be cancelled. In fact, most timeshare companies maintain that their contracts are non – cancellable. This misconception is perpetuated by timeshare companies and user groups that are funded, maintained and controlled by the timeshare industry.

The FHA 203k loan program provides home buyers the opportunity to buy and fix up a property, without exhausting their personal savings.

LendingTree has agreed to acquire credit-service provider Ovation Credit Services in a deal with total consideration of about \$20.8 million.

LendingTree founder and CEO Doug Lebda said the acquisition is part of the company's drive to better educate consumers about credit management and provide options for consumers who have struggled with obtaining financing.

"LendingTree is committed to helping all consumers meet their financial goals, regardless of where they are in the credit spectrum," Lebda said. "According to industry estimates, almost one-third of Americans have poor or bad credit, and our own consumer traffic mirrors this situation."

Lebda said that the company's platform will be able to help more consumers achieve their financial goals with Ovation's experienced management team, strong credit bureau relationships, and customized software platform.

Ovation utilizes a proprietary software application that facilitates the credit repair process and is integrated directly with certain credit bureaus. The company also educates consumers on credit improvement via ongoing outreach with Ovation case advisors.

LendingTree will acquire Ovation's shares for \$12 million in cash at closing as well as contingent consideration payments of up to about \$8.8 million. The transaction is expected to close in the second quarter, subject to regulatory approvals and other customary closing conditions.

<https://www.mpamag.com/news/lendingtree-to-buy-creditservice-provider-100586.aspx>