



Tri-Valley Private Deal Activity Q4 2018 Snapshot

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Key Takeaways for Q4 2018

Deal activity remained hot into the end of the year

34 new tech and life science businesses registered in the Tri-Valley...

Tri-Valley companies receive over **\$180m in equity funding**...

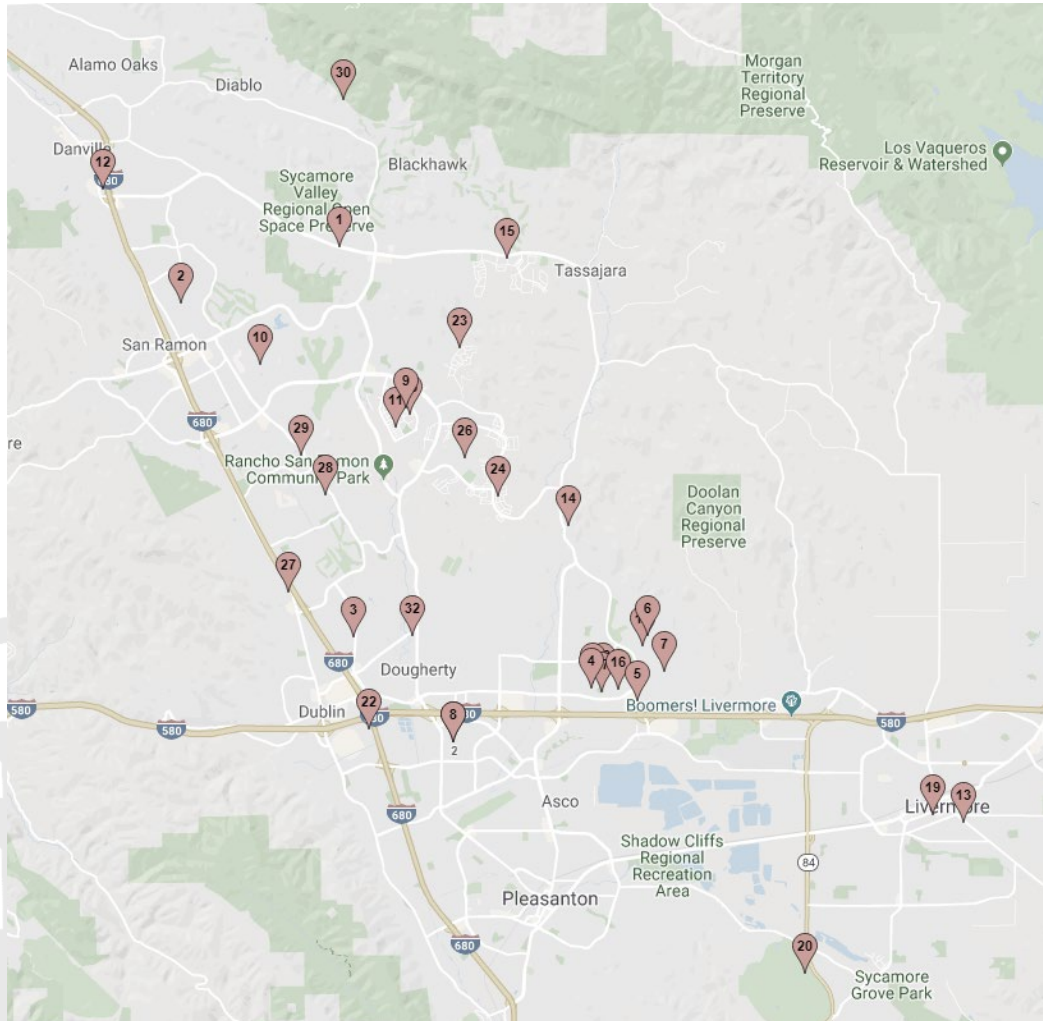
Autonomous vehicle company **Aeye raises \$40m** from prominent VCs and strategics...

Retail mgmt software provider **Vagaro** takes outside capital for the 1st time - **\$63m**...

GE Digital divests **ServiceMax**, taken private by **Silver Lake**

337 New Tri-Valley Business Entities Registered in Q4 2018




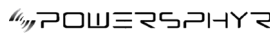






of which we have identified at least 34 in the hi-tech and life science sectors



Map	Company	Industry	City
1	SIGK	IT Services/Consulting	Danville
2	Catalyzis	IT Services/Consulting	Danville
3	1 Ceres	IT Services/Consulting	Danville
4	PicnPlace	IT Services/Consulting	Dublin
5	Rampart Networks	IT Services/Consulting	Dublin
6	Commit Labs	IT Services/Consulting	Dublin
7	Prorus	IT Services/Consulting	Dublin
8	Pegasus Consulting Services	IT Services/Consulting	Dublin
9	Reliable IT Solutions & Services	IT Services/Consulting	Pleasanton
10	Reshtek Digital Group	IT Services/Consulting	San Ramon
11	Hafoos Technologies	IT Services/Consulting	San Ramon
12	Prosoft Consulting	IT Services/Consulting	San Ramon
13	LTM Pharma Consulting	Pharma & Biotech Consulting	Danville
14	MRP Consulting	Pharma & Biotech Consulting	Livermore
15	PRX Labs	Laboratory Testing Services	Pleasanton
16	Autonow.io	Automotive Dealership Mgmt Platform	Danville
17	Stanvisage	Online Tech-Industry Skills Training	Dublin
18	Sthandila.com	Database Replication	Dublin
19	Meelo	General Software/SaaS	Dublin
20	Pulse Agent	Blockchain-based Marketing	Livermore
21	Araali Networks	Cybersecurity	Pleasanton
22	Cloudcc	Customer Relationship Management	Pleasanton
23	Incrypton	Blockchain-based Supply Chain Tracking	Pleasanton
24	IOTZenith	General Software/SaaS	San Ramon
25	Applied Cognition Systems	General Software/SaaS	San Ramon
26	BigAICases	General Software/SaaS	San Ramon
27	Mansri	General Software/SaaS	San Ramon
28	Curasoft	General Software/SaaS	San Ramon
29	Bee Eye	Business Intelligence Platform	San Ramon
30	Arithmetica AI	3D CAD Model Conversion Platform	San Ramon
31	Qualcomp Technologies	Geneart Software/SaaS	San Ramon
32	The Claire Technologies	Alternative Energy R&D	Danville
33	PiCoins	Cryptocurrency	Dublin
34	Innovasonic	Ultrasonic Glass Technology	Dublin






Private Capital Investment Activity in Q4 2018

Over \$180m was invested into early and late stage companies

Company	Brief	Investors	Raised (\$m)	Stage/Round	Date	CEO/Founder	Website	City
 vagaro	Business mgmt software and Yelp-like online Platform for spas, salons and fitness companies	FTV Capital	63.0	PE Growth	Dec 2018	Fred Helou	www.vagaro.com	Dublin
 HINTMD	Subscription-based aesthetic skincare treatment	-	11.0	Early	Dec 2018	Aubrey Rankin	www.hintmd.com	Pleasanton
 Aeye	Level5 autonomous vehicle LiDAR system and AI platform	Taiwania Capital; Intel Capital; Kleiner Perkins; Airbus Ventures; Tychee Partners; Tri Valley Ventures	40.0	Series B	Nov 2018	Lui Dussan	www.aeye.ai	Pleasanton
 POWERSPHYR	Wireless power charging technology for automotive and consumer segments	Faurecia (EPA: EO)	4.0	Series A	Nov 2018	Neil Ganz	www.powersphyr.com	Pleasanton
 ACTON	Electric mobility devices like scooters, skateboards and skates	-	3.3	Early	Nov 2018	Janelle Wang, Peter Treadway	www.actonglobal.com	Livermore
 NEXTDISH	Asian-inspired, locally sourced, ready-to-eat meal delivery service	-	2.8	Early	Nov 2018	Allen Shi, Sherry Lei	www.nextdish.com	San Ramon
 Fulcrum BIOENERGY	Municipal solid waste to renewable transportation fuels conversion	-	20.0	Series D	Oct 2018	James Macias	www.fulcrum-bioenergy.com	Pleasanton
 safe traces	Edible barcode technology for food traceability	S2G Ventures, Bungee Ventures, UL Ventures, Spero Ventures	10.0	Series A	Oct 2018	Anthony Zografos	www.safetraces.com	Pleasanton
 NAUTILUS DATA TECHNOLOGIES	Environmentally friendly, floating and water-cooled data centers	-	12.0	Series C	Oct 2018	James Connaughton	www.nautilusdt.com	Pleasanton
 Lambda	Online coding school where students are charged a % of their next tech job's salary	GV, Stripe	14.0	Series A	Oct 2018	Austen Allred, Ben Nelson	www.lambaschool.com	San Ramon

Exits, Buyouts and Acquisitions in Q4 2018

ServiceMax was taken private by renowned private equity group Silver Lake

Company	Brief	Buyer	Date	CEO/Founder	Website	City
 SAFE SECURITY	Residential/SMB security alarm solutions - Founded '88, acquired by ICV Partners in '12 - Original founder-run business - 2017 Revenue: \$50-60m ^{Est}	AAA Northern California	Nov 2018	Paul Sargenti	www.safesecurity.com	San Ramon
 Layered Insight	Container native application cybersecurity - Founded 2016, 3-time founder - 5 employees	Qualys (NAS: QLYS)	Oct 2018	Sachin Aggarwal	www.layeredinsight.com	Pleasanton
 HA LOGISTICS	TL,LTL broker and supply chain services - Founded in 1984 - 2005 Revenue: \$40-50m ^{Est}	Sunteck/TTS Holdings (Comvest Partners)	Oct 2018	Alan Huttman	www.halogistics.com	Pleasanton
 TURNING POINTS GROUP	Financial advisory services to the cannabis industry - Founded 2017	Tress Capital	Oct 2018	Steve Peterson	www.turningpointsglobal.com	Danville
 servicemax	Field service management SaaS - Divested by GE Digital (originally acquired in '16 for \$915m) - GE remains 10% equity holder	Silver Lake Management	Dec 2018	Scott Berg	www.servicemax.com	San Ramon