



# Mirador

## Capital Partners

Tri-Valley Deal Activity

Q2 2019

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# MIRADOR'S MISSION IS TO MAKE OUR CLIENTS' LIVES MORE PROFITABLE, SIMPLE AND FUN

*As the Tri-Valley's premier investment management firm, we are actively engaged in our investments, clients and community.*

**We offer...**

## A BROAD SET OF SERVICES

Asset Allocation	Tax & Estate Planning
Retirement Planning	Tax Efficiency
Securities Selection	Socially Responsible Investing
Cash Flow Analysis	Intergenerational Wealth Transfer
Philanthropic Planning	Education Funding
Stock Option Planning	Insurance Analysis

## AND UNIQUE CAPABILITIES

Active Investment Management	Employer Stock Option Optimization
Concentrated Equity Strategies	Wealth Transfer Strategies
Pre-Liquidity Planning	Values-Aligned Investment Strategies

# Key Takeaways for Q2 2019

**VC investment activity continues its slowdown into Q2**

**Purigen raises a Series B at an \$83m valuation**

**Alight acquires the Workday Business Unit from Wipro**

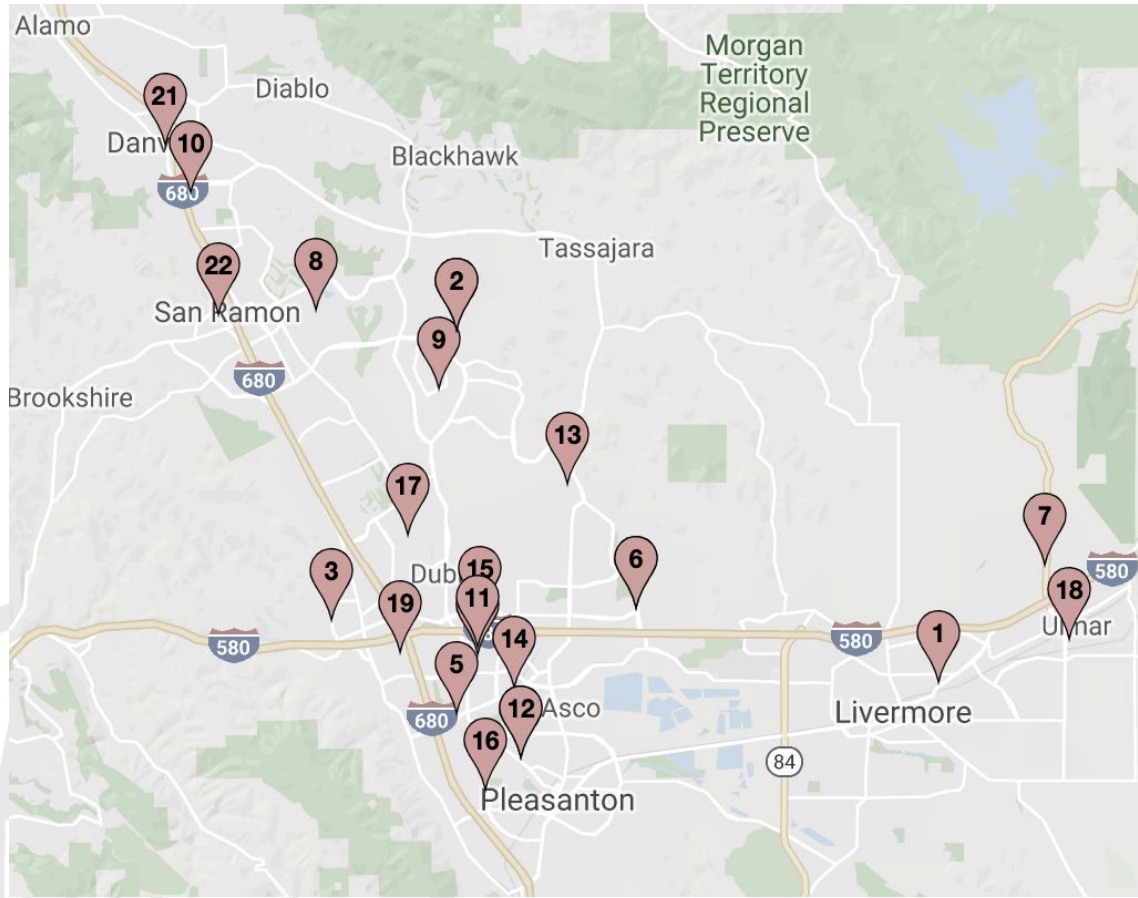
**Thermo Fisher's acquisition of Gatan terminated after UK antitrust hurdle**

**ARC Document Solutions (NYSE: ARC) relocates HQ from Walnut Creek → San Ramon**

- Managed print services provider
- \$400m in annual revenue

# 248 New Tri-Valley Businesses Registered in Q2 2019





*of which we have identified at least 24 in the high tech sector*



Map	Company	Industry	City
1	COGNIZER, INC.	Artificial Intelligence	Livermore
2	DEEPEDGE.AI	Artificial Intelligence	San Ramon
2	PARASAIL.AI	Artificial Intelligence	San Ramon
3	FAIR AI, INC	Artificial Intelligence	Dublin
5	NH HEALTH USA, INC.	Bioinformatics Research	Pleasanton
6	TORII.IO, INC	Cybersecurity	Dublin
7	BODY RESTORE, INC.	Ecommerce Retail Sale	Livermore
8	AB FINDINGS, INC	IT Services/Consulting	San Ramon
9	AURIS, INC	IT Services/Consulting	Danville
10	CALYPSO WAY, INC	IT Services/Consulting	Danville
11	GREENFLOWER TECH, INC	IT Services/Consulting	Pleasanton
12	HPC-SS, INC	IT Services/Consulting	Pleasanton
13	NASSQUARE TECHNOLOGIES	IT Services/Consulting	Dublin
14	QUANTILOE, INC	IT Services/Consulting	Pleasanton
15	TSA TECH SOLUTIONS CORP	IT Services/Consulting	Dublin
16	OROMON, INC	Online Services Marketplace	Pleasanton
17	SSK DIAGNOSTICS, INC	Pathology Diagnostics service	Dublin
18	COULOMB SOLUTIONS	Provider of components for Electric Vehicles	Livermore
12	EDU-CHAIN INTERNATIONAL, INC	R&D and Manufacture of Machines	Pleasanton
20	6CONNEX, INC	Software Development	Pleasanton
21	MINDSTRENGTH, INC	Software Development	Danville
22	PUNTOTECH INTERNATIONAL CORP	Software Development	San Ramon
23	WAVELENGTH GLOBAL, INC	Software Development	Dublin
24	SANDBOX VR	Virtual Reality Software	Pleasanton





# Private Capital Investment Activity in Q2 2019

*Decreased activity in Q2. Purigen at \$83 Million post valuation.*

Company	Brief	Investors	Raised (\$m)	Stage/Round	Date	CEO/Founders	Website	City
 PURIGEN BIOSYSTEMS	Isotachopheresis chip for nucleic acid preparation.	5AM Ventures, Agilent Technologies, Cota Capital, Roche Venture Fund	26.4	Series B	Jun 2019	<a href="#">Barney Saunders</a>	<a href="http://www.purigenbio.com">www.purigenbio.com</a>	Pleasanton
 SLASHNEXT	HTML-based phishing cybersecurity	-	6.0	Series A	May 2019	<a href="#">Atif Mushtaq</a>	<a href="http://www.slashnext.com">www.slashnext.com</a>	Pleasanton
 BioVentrix	Surgical device for congestive heart failure	-	21.8	Series A1	Apr 2019	<a href="#">Kenneth Miller</a> <a href="#">Lon Annest</a>	<a href="http://www.bioventrix.com">www.bioventrix.com</a>	San Ramon
 FREESPIRA®	Panic attack treatment program	Vesalius Ventures	7.73	Series C	Apr 2019	<a href="#">Debra Reisenhel</a>	<a href="http://www.freepira.com">www.freepira.com</a>	Danville

# Exits, Buyouts and Acquisitions in Q2 2019

*Thermo Fisher's carve out of Gatan from Roper Technologies is terminated*

Company	Brief	Buyer	Date	CEO/Founder	Website	City
 <b>MechanicNet</b> Expert Automotive Marketing	Customer retention services for automotive aftermarket - Estimated \$8 million in revenue	Epicor; KKR	Jun 2019	<a href="#">Lung Tsai</a>	<a href="http://www.mechanicnet.com">www.mechanicnet.com</a>	Pleasanton
 <b>M.D. RESOURCE</b> Medical Device Resource Corporation	Liposuction and fat transfer systems for cosmetic surgery	Innovia Medical	May 2019	<a href="#">Mel Kimsey</a>	<a href="http://mdresource.com">mdresource.com</a>	Livermore
 <b>RESERVE</b> INTERACTIVE	Cloud-based food & beverage business management software - Estimated \$16 million in revenue	Infor; Golden Gate Capital; Koch Equity	Apr 2019	<a href="#">Robert Edmeyer</a>	<a href="http://www.reserveinteractive.com">www.reserveinteractive.com</a>	Livermore
 <b>Leaf Healthcare</b>	Wearable patient monitoring systems for ulcer prevention - Estimated \$4 million in revenue	Smith & Nephew (NYSE: SNN)	Apr 2019	<a href="#">Barrett Larson</a>	<a href="http://www.leafhealthcare.com">www.leafhealthcare.com</a>	Pleasanton
 <b>SHAMROCK</b> office solutions	Digital copier and office technology solutions in the Bay Area	Flexprint; Oval Partners	Jan 2019	<a href="#">Brian Driscoll</a>	<a href="http://www.shamrockoffice.com">www.shamrockoffice.com</a>	Dublin