



Tri-Valley Deal Activity

Q1 2019

Lauren Moone, CFA® , CFP® , CPWA®

Executive Vice President

lauren.moone@miradorcp.com

925-621-1007

Jonathan Ting

Co-Portfolio Manager

jonathan.ting@miradorcp.com

925-621-1012

Key Takeaways for Q1 2019

Venture capital activity is off to a slow start, but a slew of acquisitions

Tri-Valley startups raise over \$154m

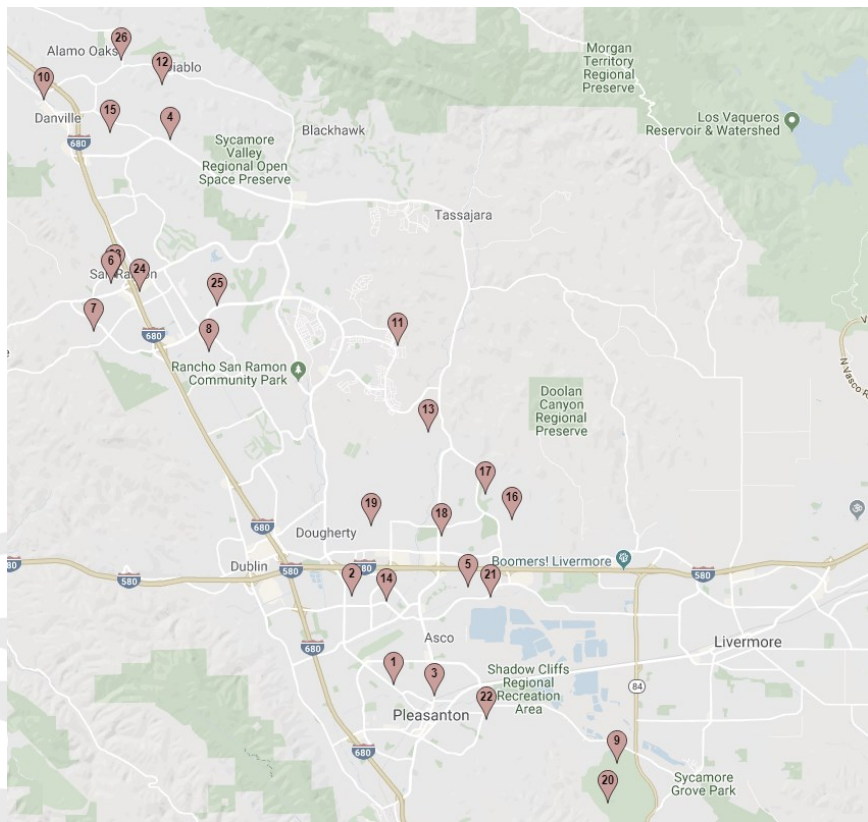
10x Genomics raises a \$125m Series D, valued at \$1.3b... reportedly [mulls going public](#)

Global private equities increase their presence in the region

- Thoma Bravo takes Ellie Mae private for \$3.7b
- Silver Lake carves out ServiceMax from GE Digital
 - KKR rolls up Emerald Landscape

249 New Tri-Valley Businesses Registered in Q1 2019

of which we have identified at least 26 in the high tech sector









Source: California Secretary of State Office, MCP Research.

Map	Company	Industry	City
1	LABTEK, INC.	Laboratory Consulting	Pleasanton
2	KLEINDIEK, INC.	Nano-probing and Nano-manipulation Technology	Pleasanton
3	NANOGEN LABS, INC.	Cannabis Nano-emulsion Technology	Pleasanton
4	UNITY DX, INC.	Clinical Diagnostics Tools	Danville
5	GLIDEFINDER, INC.	Ariel Fire Detection Computer Vision	Pleasanton
6	DATAWHERE, INC.	Big Data Analytics	San Ramon
7	MUTARA, INC.	Higher Ed Admissions and Student Success Software	San Ramon
8	654 RESEARCH INC.	Industrial Data Analytics	San Ramon
9	COWBELL CYBER, INC.	Insurance Cybersecurity	Pleasanton
10	MINDSTRENGTH, INC.	Organizational Learning Software	Danville
11	SWASH INC	Software	San Ramon
12	BROWN FOX LABS, INC.	Software	Danville
13	SPATIKA TECHNOLOGIES, INC.	IT Services/Consulting (Industrial IOT)	Dublin
14	CLOUD CARD SYSTEMS, INC.	IT Services/Consulting (Payment Processing)	Pleasanton
15	NOVUZ, INC.	IT Services/Consulting (Machine Learning)	Danville
16	MIDDLEWARE TECHNOLOGIES INC	IT Services/Consulting	Dublin
17	INFO STRATUS SOLUTIONS	IT Services/Consulting	Dublin
18	ALPINEGATE CONSULTING	IT Services/Consulting	Dublin
19	CALI CONSULTING INC.	IT Services/Consulting	Dublin
20	DEOL DATA, INC.	IT Services/Consulting	Pleasanton
21	ADRIOT CONSULTING	IT Services/Consulting	Pleasanton
22	MUQTASID CONSULTING	IT Services/Consulting	Pleasanton
23	PUNTOTEC INTERNATIONAL CORP.	IT Services/Consulting	San Ramon
24	ALAMO CONSULTING INC	IT Services/Consulting	San Ramon
25	TIARA INTEGRATION, INC.	IT Services/Consulting	San Ramon
26	NUJJ	IT Services/Consulting	Danville








Private Capital Investment Activity in Q1 2019

Slower deal flow in Q1, but 10X Genomics raises a monster Series D at a \$1.25b post valuation

Company	Brief	Investors	Raised (\$m)	Stage/Round	Date	CEO/Founders	Website	City
 Social Survey	Employee-level enterprise reputation management software platform	Kennet Partners; Silicon Valley Data Capital; Tri-Valley Ventures	14.6	Series A	Mar 2019	Scott Harris	www.socialsurvey.com	San Ramon
 TRUSTED KEY	Blockchain identity security management software platform	-	1.0	Early	Jan 2019	Amit Jasuga Prakash Sundaresan	www.trustedkey.com	Pleasanton
 BioVentrix	Surgical device for congestive heart failure	-	13.0	Series A	Jan 2019	Kenneth Miller Lon Annest	www.bioventrix.com	San Ramon
 TEKION	Next-gen automotive retail software platform	Alliance Ventures	-	Early	Jan 2019	Jay Vijayan	www.tekion.com	San Ramon
 koopid	Customer experience orchestration software platform for contact centers	Tri-Valley Ventures	1.0	Seed	Jan 2019	Venkatesh Krishnaswamy	www.koopid.com	San Ramon
 10X GENOMICS™	Single cell genomics technology	Fidelity; Meritech Capital; Paladin Capital; SoftBank; Wells Fargo;...	125.0	Series D	Jan 2019	Serge Saxanov Benjamin Hindson	www.10xgenomics.com	Pleasanton

Exits, Buyouts and Acquisitions in Q1 2019

Silver Lake's 2nd Tri-Valley acquisition in 13 months (Blackhawk Network for \$3.5b in Jan 2018)

Company	Brief	Buyer	Date	CEO/Founder	Website	City
	Liquid biopsy circulating tumor cells processing platform - carved out as a subsidiary under NetScientific (LON:NSCI)	EMV Capital	Mar 2019	Robert Englert	www.vortexbiosciences.com	Pleasanton
	Real estate insurance brokerage	Brown & Brown Insurance (NYSE:BRO)	Mar 2019	John Austin	www.a-ains.com	Pleasanton
	Nursing excellence research database	Press Ganey Associates; HarbourVest Partners; EQT	Mar 2019	Tony Sung	www.calnoc.org	San Ramon
	Laboratory instrumentation repair, maintenance and validation - Revenue: \$8-15m ^{Est}	Pfingsten Partners	Feb 2019	Tom Fider	www.fsaservice.com	Pleasanton
	Speech recognition testing and benchmarking solutions	Sensory	Feb 2019	Joe Murphy	www.vocalize.ai	Pleasanton
	Mortgage lending management software - Equity valued at \$3.7b, or \$99/share - Valuation represents +47% premium to prior 30-day average share price	Thoma Bravo	Feb 2019	Jonathan Corr	www.elliemae.com	Pleasanton
	Field service management software - Acquired by GE Digital in 2016 for \$915m - 2016 revenue: \$50-60m ^{Est} - GE Digital retains 10% ownership	Silver Lake Management	Feb 2019	Scott Berg	www.servicemax.com	San Ramon

Exits, Buyouts and Acquisitions in Q1 2019 cont.

Company	Brief	Buyer	Date	CEO/Founder	Website	City
	Sun-dry food products - #1 market share position in sundried tomato category	Saco Foods; Benford Capital Partners	Feb 2019	Gary DeAtley	www.calsundry.com	Danville
	Monoclonal antibody development for cancer diagnostics	Abcam (LON:ABC)	Jan 2019	Jacinto Villanueva	www.calicobio.com	Pleasanton
	Commercial landscape maintenance - 200+ team members	BrightView Landscapes (NYSE:BV); KKR	Jan 2019	Steve Jacobson	www.emeraldlandscapeco.com	Livermore

