

\*Sprout Therapy, a San Francisco-based autism-focused healthtech company, is planning for another capital raise in Q4 2020 or Q1 2021, said Yury Yakubchyk Jr., co-founder and CEO.

### **Brief Summary:**

Sprout is a healthtech platform that offers personalized autism therapy programs designed by therapists for families and can be administered both in person and online.



#### Investors:

General Catalyst, Felicis Ventures and Bling Capital

#### **CEO** and co-founder:

Yury Yakubchyk Jr. Interesting Fact:

International expansion is also on its radar with Canada and Western Europe likely in 2021 or 2022. China and Japan are also markets with earlier-stage autism therapies and Sprout could have a significant impact in those countries, Yakubchyk told FHM..



HomeZada, an El Dorado Hills, California-based provider of personal finance software for homeowners, is ready to raise its Series A round, said John Bodrozic, CEO and co-founder.

# **Brief Summary:**

HomeZada is a home finance app that helps consumers manage financial decisions regarding their homes. The app tracks a variety of home financial data such as estimated home values, property taxes, mortgage schedules, budgets, expenses, insurance costs, and home equity.



website

#### Investors:

Moneta Ventures

#### **CEO** and co-founder:

John Bodrozic





# **Interesting Fact:**

HomeZada is a home finance app that was founded in 2011, the company was initially bootstrapped by Bodrozic and his two co-founders. It raised \$2.1m in funding in 2014 from Moneta Ventures and angel investors. Prior to HomeZada, Bodrozic founded Meridian Project Systems, a construction project management company, which he bootstrapped until eventually raising \$13m in funding and then selling to Trimble in 2006.





CogniCor Technologies, the San Francisco-based Al digital assistant platform provider, has begun a fundraising round, said Sindhu Joseph, co-founder and CEO

### **Brief Summary:**

The company provides an AI-based digital assistant platform for the financial services industry. It is mainly targeting the wealth management and insurance carrier market. Its assistant sits on top of advisors' dashboards and provides 24/7 support to streamline and reduce the amount of time spent on middle and back office tasks while also reducing call volume into call centers.



#### Investors:

SixThirty

#### **CEO** and co-founder:

Sindhu Joseph





# Interesting Fact:

CogniCor is looking to go-to-market through a few different methods including through partners who could increase the distribution of its product to a wider user base. CogniCor's current partners include BNY Mellon | Pershing, Joseph said.



Roostify, a San Francisco-based mortgage lending platform, is actively exploring its Series C raise, said Rajesh Bhat, CEO and co-founder.

#### **Brief Summary:**

Roostify offers a private label SaaS product for banks and lenders which launched in 2014. The company's technology is designed to improve the home buying experience by allowing buyers to complete the process digitally.



website

#### Investors:

Cota Capital, Point72 Ventures, Santander Innoventures, the venture capital arm of Banco Santander, JPMorgan Chase, Colchis Capital and a subsidiary of USAA

#### CEO and co-founder:

Rajesh Bhat





# **Interesting Fact:**

The name Roostify comes from "roost," which means home and "ify," which means transformation, he explained. Additionally, one of the co-founders who was an ex-Google employee, felt strongly about including a "oo" in the name.

# Noah

#### **Most Recent Coverage:**

Noah, a San Francisco-based home equity sharing platform, may raise its Series B in 12 to 24 months, said Sahil Gupta, founder and CEO.

### **Brief Summary:**

Noah partners with homeowners to provide home equity sharing. Instead of the homeowner paying interest, Noah receives a share in the future appreciation of the house.



#### Investors:

Union Square Ventures, Breega Capital and Techstars Ventures

#### **CEO** and founder:

Sahil Gupta





# **Interesting Fact:**

Gupta, an immigrant from India, received his master's from Carnegie Mellon University -Tepper School of Business in 2006. He then worked as an asset manager on Wall Street in 2008-10 during the financial housing crisis where he witnessed average Joes lose everything. He also served as a director at Motif Investing, which was acquired by Charles Schwab. Gupta founded Noah because he wanted to help consumers with their financial wealth.

# scope

#### Most Recent Coverage:

Scope, a San Francisco-based implementation as a service software company, will close on its seed funding in a few weeks, said Xander Oltmann, co-founder and CEO.

# **Brief Summary:**

Scope connects SaaS providers and their customers through its marketplace of engineers and service providers.



#### **Investors:**

Craft Ventures and William Hockey (Plaid co-founder)

# **Interesting Fact:**

The recent explosion of growth of fintech API companies opens up significant growth potential for Scope, the executive said. Scope is targeting these "late bloomers" to the fintech space to become adopters of Scope's technology.



OODA, a San Francisco-based healthcare payments platform, is evaluating its next capital raise plans, said Seth Cohen, cofounder, and Co-CEO.

### **Brief Summary:**

OODA offers a real-time, automated claims processing platform for healthcare payments.



#### Investors:

Oak HC/FT, DFJ, Anthem, Blue Cross Blue Shield of Arizona, Blue Shield of California, Zaffre Investments, a subsidiary of Blue Cross Blue Shield of Massachusetts, Dignity Health, and Hill Physicians

#### **CEO** and co-founder:

Seth Cohen





# **Interesting Fact:**

Proceeds from the next raise will be used for scaling the business by adding new payer customers while growing its team to support its growing customer base, Cohen said. Additionally, OODA will develop new products. Its first two products are now in the market, but OODA wants to add other products where there are barriers to healthcare payments and interaction between the providers, payers and patients are typically poor such as: contracting, billing and medical records.



Checkbook, a San Mateo, California-based digital check startup, will likely raise its Series A this year, said PJ Gupta, CEO and founder.

### **Brief Summary:**

Checkbook is a digital alternative to paper checks with a simple email exchange, in which neither party needs access to the other's financial information nor does either party need to sign up for a service or download an app, according to the company.



#### **Advisors:**

Pillsbury Winthrop Shaw Pittman

#### Investors:

Tim Draper, Rocketship.vc., AngelList and Founders Fund

#### **CEO** and founder:

PJ Gupta





# **Interesting Fact:**

The upside to COVID-19 is that businesses see more value in digital checks now that people are working from home and payments need to be accessible digitally, the CEO said.



Veem, a San Francisco, California-based global payments platform, is in the midst of its Series C raise, said Marwan Forzley, CEO and co-founder.

#### **Brief Summary:**

Veem is a global payments company that is capable of routing transactions via card, treasury accounts, blockchain, and the SWIFT network, according to the company. (Founded 2014)



#### **Investors:**

In September, Veem announced it had closed a \$31m strategic funding round led by Truist Ventures. New investors MUFG Innovation Partners, AB Ventures, Paper Excellence, Myer Family Investments, joined existing investors GV (formerly Google Ventures), Goldman Sachs, Kleiner Perkins, Silicon Valley Bank, National Australia Bank Ventures and Trend Forward Capital, to complete the round. Veem had previously raised \$70m prior to the \$31m round, according to FHM's prior report.

#### CEO:

Marwan Forzley





# **Interesting Fact:**

Veem helps 100,000 businesses in over 100+ countries send and receive wire transfers, according to the company.



◆Ellipsis Health, a San Francisco-based behavioral health technology startup, will probably look to raise its Series A later this year, a source familiar with the company said.

#### **Brief Summary:**

The company's app helps clinicians identify those at risk of anxiety and depression and also provides ongoing support to help providers understand a patient's condition over time. The company's machine-learning algorithms consider several metrics of speech and are able to assess a patient's condition within minutes of that patient responding to questions via the app.



#### Investors:

Khosla Ventures

#### CEO:

Dr. Cory Kidd





# **Interesting Fact:**

Ellipsis has set a benchmark to beat the current standard for detecting depression in claims analysis and by primary care providers (PCPs). Ellipsis can detect depression in about 60% of cases which is better than existing methodologies, the source said.

# **Limelight**Health

# **Most Recent Coverage:**

Limelight Health, a San Francisco-based employee benefits insurtech, plans to raise its Series D next year, said Jason Andrew, CEO and founder.

# **Brief Summary:**

Limelight offers a quoting and underwriting platform for employee benefits.



#### Investors:

LaunchPad Digital Health, MassMutual Ventures and AXA Strategic Ventures, Portag3, Aflac, Principal, Plug and Play, Wells Fargo, TransAmerica Ventures, and Wanxiang America.

#### CEO:

Jason Andrew





# **₯ Deep**Scribe

### **Most Recent Coverage:**

\*DeepScribe, a San Francisco-based company using AI and natural language processing to reduce time spent on electronic health record (EHR) documentation could be in a position to open its A round towards the end of 2020, COO and cofounder Matthew Ko said.

#### **Brief Summary:**

DeepScribe has developed a product to reduce the amount of time health care professionals spend on EHR documentation. Powered by Al/NLP, this product can passively listen to natural patient conversations and complete documentation for the physicians, leading to less errors and overall physician burnout.



#### Investors:

Bee Partners, Supernode Ventures, Tsingyuan Ventures, Plug and Play, Berkeley Skydeck, 1984, and Wavemaker Three-Sixty Health

#### **CEO** and co-founder:

Akilesh Bapu





# **Interesting Fact:**

DeepScribe developed its techniques in the Berkeley AI Research lab and it is able to build its models with 10x less data than its competitors, according to company information.





CoinTracker, a San Francisco-based provider of tax preparation software for the crypto industry, will likely be in the market for its Series A round this year, said Shehan Chendrasakera, Head of Tax Strategy.

### **Brief Summary:**

The company's product is comparabe to TurboTax, but for the crypto industry, according to the executive.



#### **Investors:**

Initialized Capital, Kindred Ventures, Blockstack

# **Interesting Fact:**

CoinTracker has been on the market for about two years and has about 100,000 users and is growing, Chendrasakera said. Most of it customers are individual cryptocurrency investors.



Ambisafe, a San Francisco-based blockchain infrastructure company focused on financial inclusion, is likely to start a capital raise in about 2 months, CEO and founder Andrii Zamovskiy told this news service.

#### **Brief Summary:**

Ambisafe licenses blockchain-based software to financial markets. It offers multiple products including white-label exchanges, brokerage software, and smart contracts.



#### **CEO** and founder:

Andrii Zamovskiy





# **Interesting Fact:**

Originally from Ukraine, Zamovskiy is the founder of Ambisafe and Orderbook and also an advisor at Propy, a blockchain-based real estate platform. In 2016, he led a team that developed a prototype of a blockchain-based voting system for the government of Ukraine.



Hostbuddy, a San Jose-based startup providing an Al assistant for ordering at fast casual and fast food restaurants, is seeking seed financing, CEO and founder Sagar Golla said.

# **Brief Summary:**

The company provides a virtual waiter that takes orders, which diners can use at their tables or by the register, Golla said. Hostbuddy can help patrons avoid long line-ups, he said.



#### **CEO** and founder:

Sagar Golla





# **Interesting Fact:**

Prior to Hostbuddy, Golla was CEO and founder of AppVoyage, which created a cloud service called POScript to connect mobile apps to point-of-sale systems through a single API. Earlier in his carrier, he was a software architect at Nexsi Systems (which was backed by Sequoia) and held various roles at Sun Microsystems.



◆Applova, which provides restaurants an online ordering platform, self-ordering kiosks and "order-ahead" mobile apps, will be looking to raise its Series A round in 2020, CEO and founder Dinesh B. Saparamandu told this news service. The Palo Alto-based company will probably target about \$10m in the round. Applova has already raised about \$1m in seed funding since inception in 2017, he said. The company has product-market fit and plans to use proceeds from the A round to accelerate sales, Saparamandu said.

### **Brief Summary:**

Applova's online ordering platform provides customers with a smart, simple and intuitive interface to order through any device, according to the company. Its mobile apps are designed to improve brand, loyalty, and engagement through targeted campaigns that drive more orders. Applova also provides front-house self-ordering kiosks, which the company says can reduce labor costs and drive incremental sales growth.





◆Unum ID, a San Francisco-based company building blockchains aimed at governments and companies, likely will go after a Series A round next year, said Liam McCarty, cofounder and co-CEO.

### **Brief Summary:**

UNUM ID registers the mobile phone owner's identity by linking the identity to his or her device.



#### co-founder and co-CEO:

Liam McCarty





# **Interesting Fact:**

Aidan McCarty, Liam's brother, also is co-founder and co-CEO of UNUM ID.

# noblr

### **Most Recent Coverage:**

Noblr, the San Francisco, California-based car insurance provider which evaluates driver behavior through its mobile application, is likely to seek its Series B round late next year, said Gary Tolman, CEO and co-founder, and Ray Elias, CMO, in a joint interview.

### **Brief Summary:**

Noblr differs from competitors such as Progressive and Root Insurance because it offers rates based on continuous feedback as opposed to its competitors which offer rates based on "snapshots" in time, Tolman explained. Noblr uses technology from TrueMotion, which offers safe-driving apps for legacy insurers.



#### Investors:

White Mountains, Hudson Structured and TPRE Reinsurance

# **Interesting Fact:**

The company expects to be cash flow positive in 24 to 36 months, Tolman said. Noblr has in-house investment banker expertise and is unlikely to engage a banker for the round, Tolman said. It did use TigerRisk Partners last January for its \$20m raise for its reciprocal exchange, he noted. The company is set up as a reciprocal exchange, meaning policy holders pay a membership fee that does not expose them to other members' risk, but could in the future lead to profit sharing, according to Noblr.



Finnovant, a Mountain View, California-based company that plans to soon release an open-source blockchain phone that enables trading in digital currencies, crypto-mining and investing, likely will enter a \$5m strategic partnership in the first quarter of 2020, said Brian Maw, CEO and co-founder.

### **Brief Summary:**

Finnovant believes voice authentication is "the winner" among other biometric options for personal phones. To that end, Finnovant has been self-funded through sales of its Say-Tec voice ID software. Say-Tec eliminates the need to remember passwords when signing on to a mobile device, website, or to approve a financial transaction.



#### CEO:

**Brian Maw** 





# Interesting Fact:

aw said "banks are circling" blockchain technology for internal and external use. Security breaches in financial transactions are so costly, banks and financial institutions want to offer reliable options and solutions, he added. Instead of offering \$500 to open a \$10,000 checking account, Maw suggested banks could offer a Phenix X1 that would approximate the \$500 and provide security for the bank and the customer. The CEO said banks could offer the phone for free to high net worth customers.



TraDove, a Palo Alto, California company that has created a B2B blockchain trading platform, is targeting up to \$20m for its next investment round after previously securing \$10m in capital, said Kent Yan, chairman & CEO.

### **Brief Summary:**

TraDove combines a B2B social network platform with a B2B blockchain payment system. It has a focus on the international B2B market. Rather than relying on a network of company computer transactions, TraDove links buyers and sellers of supplies via a light infrastructure in which transactions are only stored on the devices of the individuals conducting the trańsaction.





\*Articence, a Pleasant, California-based startup that has created a 'Deep Text' SaaS model that can extract data on demand from formats such as PDF, docx, txt and CSV files, is in talks with a medical services company and a pharmaceutical company on potential contracts, CEO and Founder Sonal Koul said.

# **Brief Summary:**

Articence's Deep Text SaaS model can extract data on demand from formats such as PDF, docx, txt and CSV files and the data then can be translated for Deep Learning and Machine Learning. The Articence data is compatible with API and Open source frameworks such as TensorFlow, Keras and Neon.



# incode

#### **Most Recent Coverage:**

Incode, a San Francisco-based startup providing an omnichannel biometric identity platform, will be seeking its Series A round, CEO and founder Ricardo Amper said.

### **Brief Summary:**

The company is now offering a multifaceted platform that includes Incode Welcome, a digital onboarding product that allows customers to validate their identity with their face and a government-issued ID through the Web or mobile apps. It also includes Incode Greet, a product for kiosks, Incode Hello, a face authentication solution for use in bank branches and ATMs, as well as Incode FacePay, a payment validation platform for in-store and online payments. Incode Check is its online validation platform.

### website

# **Interesting Fact:**

The company was founded in 2015 by Amper and a team of machine learning, computer vision, and mobile engineering professionals. Incode initially launched a consumer app that automatically recognizes and shares photos with everyone in them.



Clickatell, a Redwood City-based company powering chat commerce through SMS, WhatsApp and other social channels, is considering a Series C raise in 2020, Pieter de Villiers, CEO and Co-founder, said.

#### **Brief Summary:**

Clickatell believes a younger generation of consumers will be moving more towards chat commerce and chat banking. This comes as more brands are adopting messaging capabilities in addition to use for communication and customer engagement. Suma said he would argue that this trend, although still in its infancy, is moving into early adoption.



#### Investors:

Sequoia Capital and DAG Ventures



\*Betterview, a San Francisco-based insurtech using satellite and manned aerial imagery to support P&C insurers, is interested in approaches for its next capital raise, said Dave Tobias, COO and co-founder.

### **Brief Summary:**

Betterview is an AI property and building insight and workflow platform for insurance companies. The company was founded in 2014 by Tobias and David Lyman originally as a drone-based roof and property inspection company. Ultimately, drone technology was too expensive to deploy and the company switched to using satellite and aerial imagery to gather data for roof-top and property claims.



#### Investors:

Nationwide Ventures, ManchesterStory Group, EMC Insurance, Maiden Re and Compound.

# Labelbox

### **Most Recent Coverage:**

♠Labelbox, a San Francisco-based startup which provides software and services for teams building machine-learning models, is not currently in the market for capital, but could look to raise its Series B round as soon as early next year, CEO Manu Sharma told this news service.

# **Brief Summary:**

Labelbox provides software and services for teams building machine learning models so they can create very high-quality training data sets, which they can use to train models.



#### Investors:

Gradient Ventures, Kleiner Perkins, First Round Capital and Sumon Sadhu, an angel investor

# Interesting Fact:

Sharma received his B.Sc. from Embry-Riddle Aeronautical University (Magna cum laude) and a Master's from Stanford in Aerospace, Aeronautical, and Astronautical Engineering. He is a certified Private Aircraft Pilot with many interests including artificial intelligence, clean energy, aviation and space exploration.

# uniphore **M**

### **Most Recent Coverage:**

◆Uniphore, a Palo Alto, California-based conversational Al technology company, is actively seeking acquisitions and will likely seek capital to fund deals, said Jafar Syed, Chief Strategy Officer and Senior Vice President.

# **Brief Summary:**

The company is looking for deals to build out its end-to-end automation platform, the executive explained. Technology that will assist Uniphore in differentiating itself within the automation market are interesting. Companies with back office-end automation would be a good fit. Uniphore is analyzing a variety of deal sizes ranging from small startups to larger/mid-size players as it is more interested in technology than a particular company size, he added.



#### Investors:

March Capital Partners, Chiratae Ventures (formerly IDG Ventures), Sistema Asia, CXO Fund, ITP, Iron Pillar, Patni Family, and other investors



Zibo, a Redwood City, California-based fintech focused on serving the rental property owners market, will look at raising Series A funding next year, said Chris Hsu, CEO and cofounder.

# **Brief Summary:**

The company's platform simplifies financial services for rental property owners by offering banking, bill payment, payment systems, security deposit services, lending and insurance services..



# **Advisors:** Fenwick

#### Investors:

Kholsa Ventures, QED Investors, and SVB Capital

#### **CEO** and co-founder:

Chris Hsu





# **Interesting Fact:**

The company expects to be cash flow positive in three to four years, Hsu said. Zibo does not anticipate this business being a "capital hole." Funding is needed for the technology platform and initial customer acquisition, and scale but beyond that, Zibo expects to be able to self-fund via revenue.



Ladder, a Palo Alto, California-based company that offers instant life insurance online, is interested in investor approaches for a Series C round, said Jeff Merkel, co-founder.

### **Brief Summary:**

a Palo Alto, California-based company that offers instant life insurance online website

#### Investors:

RRE Ventures, Lightspeed Venture Partners, Canaan Partners, Thomvest Ventures, Nyca Partners, Allianz Life Insurance, Northwestern Mutual

#### CEO:

Jamie Hale





# **Interesting Fact:**

Merkel co-founded Ladder after leaving Google and needing to buy life insurance on his own. He discovered though, that there were no direct to consumer online platforms for purchasing life insurance as existed for the auto and health insurance markets.

# III VERIKAI

#### **Most Recent Coverage:**

♦ Verikai, a San Francisco-based company which provides behavior-based scores for insurers so they can accurately assess underwriting risk, is likely to seek Series A funding towards the "tail end" of Q4, co-founder and CEO Hari Sundram said.

### **Brief Summary:**

a San Francisco-based company which provides behavior-based scores for insurers so they can accurately assess underwriting risk website

#### **CEO** and founder:

Hari Sundram





# Interesting Fact:

Sundram, who co-founded Verikai in 2017 with CTO Brett Coffin, is a physician and serial entrepreneur. Prior to starting Verikai, Sundram was one of the founders of Auris Surgical (Auris Health) and Predilytics. Auris was started in 2007 by Sundram, Christopher J.P. Velis and Frederic Moll, according to a published report. In February, Johnson & Johnson agreed to buy Auris for about \$3.4bn in cash, plus additional milestone payments of up to \$2.35bn. Predilytics was acquired by Welltok in 2015.



Deserve, a Menlo, California-based startup which provides credit cards to students and young adults new to credit and new to the country as well as a Card as a Service (CaaS) platform to help other FIs issue cards quickly and efficiently, is planning to make a major company announcement on Monday, CEO Kalpesh Kapadia told this news service at Money 20/20 earlier this week.

### **Brief Summary:**

a Menlo, California-based startup which provides credit cards to students and young adults new to credit and new to the country as well as a Card as a Service (CaaS) platform to help other FIs issue cards quickly and efficiently website

# **Advisors:** FT Partners

#### Investors:

Sallie Mae, Accel, Aspect Ventures, Pelion Ventures, Mission Holdings, Alumni Venture Group and GDP Venture



Zeguro , a San Francisco-based MGA offering Cyber insurance and an accompanying risk management platform, is planning to seek more capital next year, Dan Smith, President, COO, and Co-founder, said.

# **Brief Summary:**

a San Francisco-based MGA offering Cyber insurance and an accompanying risk management platform website

#### **Investors:**

Mosaik Partners, Healthy Ventures, Munich Re/HSB Ventures, QBE Ventures, Social Capital, Plug and Play, and Sparkland Capital

#### CEO:

Sidd Gavirneni





Froglabs.ai, a San Francisco-based startup which helps companies understand and predict how weather impacts their business, is in the midst of raising a seed round, co-founder Johan Mathe said.

# **Brief Summary:**

a San Francisco-based startup which helps companies understand and predict how weather impacts their business website

#### **Investors:**

angel



Sureify, a San Jose-based Insurtech that has created a platform for life and annuity insurance companies to engage, service, and sell products, is planning to raise more equity financing in the coming months, CEO Dustin Yoder said.

# **Brief Summary:**

a San Jose-based Insurtech that has created a platform for life and annuity insurance companies to engage, service, and sell products

website

#### **Investors:**

Hannover Re, Plug and Play and SixThirty



Wyre, a San Francisco, California-based cross-border cryptocurrency payments company, may begin early-stage Series C discussions toward the end of the year, said Jack Jia, founding member and director of partnerships.

# **Brief Summary:**

a San Francisco, California-based cross-border cryptocurrency payments company website

# **metromile**

## **Most Recent Coverage:**

Metromile, a San Francisco-based company offering pay-permile auto insurance, is actively pursuing international strategic partnerships, said Rick Chen, Director of Communications.

# **Brief Summary:**

a San Francisco-based company offering pay-per-mile auto insurance website

#### **Investors:**

NEA, Index Ventures, Future Fund, Section 32, Tokio Marine and China Pacific.







Insynctive, a Walnut Creek, California-based company providing a platform for managing HR, employee benefits and payroll, is seeking more capital, CEO Gary Goldstein said.

# **Brief Summary:**

a Walnut Creek, California-based company providing a platform for managing HR, employee benefits and payroll website



\*Baton Systems, a Fremont, California-based provider of bank-to-bank payments infrastructure modeled on blockchain technology, is interested in investor approaches now for its raise in 2021, said Andrés Choussy, president and COO.

#### **Brief Summary:**

Baton's distributed ledger-based technology enables its clients to securely move real assets sitting in real bank accounts in near real-time, according to the company. It has been deployed at three of the world's top ten global banks, as well as multiple exchanges and clearinghouses, the executive said.



website



♦ Stellar Cyber, a Santa Clara, California-based security analytics startup, is focused on creating brand recognition, expanding its geographic reach, and product development, after raising an A round earlier this year, Chief Information Security Officer (CISO) David Barton told this news service.

# **Brief Summary:**

a Santa Clara, California-based security analytics startup website



Roost, a Sunnyville California-based telematics provider for property insurance carriers, is not precluding another capital raise but is now funded from cash-flow, CEO and Co-founder Roel Peeters told this news service.

# **Brief Summary:**

a Sunnyville California-based telematics provider for property insurance carriers website



SpeedGauge, a San Francisco-based safety analytics provider for commercial fleets, is considering a capital raise, CEO and co-founder Jonathan Hubbard said.

#### **Brief Summary:**

SpeedGauge now has 3 insurance companies pricing their policies using its data, as well as several others testing its product, the CEO said. The company's pivot to insurance came after its acquisition of ATG RiskSolutions and the ATG Clearinghouse, which gave SpeedGauge the ability to leverage its safety solution for use in insurance, Hubbard said.





**©**Embroker, a San Francisco-based tech-driven insurance brokerage for businesses, could eventually use Series C proceeds to make acquisitions, according to a source familiar with the company.

# **Brief Summary:**

Embroker customers can buy or renew any type of policy from more than 50 commercial carriers and receive data-driven guidance from its team of insurance advisors who specialize in specific industries.



website



ShoCard, a Cupertino, California-based startup that uses blockchain technology to store information on user identity for mobile applications, has raised prior funding, but still stays in touch with venture capital firms, CEO and founder Armin Ebrahim told this news service.

### **Brief Summary:**

Among ShoCard's offerings is an app that verifies a user's identity without requiring a password. Using blockchain, identification data is kept on the user's phone, rather than stored in a central location. Users of its mobile app include banks and other financial institutions in the US and abroad. It also has customers in travel and health care.



#### **CEO** and founder:

Armin Ebrahimi







Ladder, a Palo Alto-based digital life insurance provider, is planning to raise more capital, a source familiar with the company told this news service.

# **Brief Summary:**

a Palo Alto-based digital life insurance provider website



◆Cover, a San Francisco-based startup offering an app that lets users submit pictures and videos of the items they want covered, is considering raising its Series C financing within about the next 6 months, CEO and co-founder Karn Saroya told this news service.

# **Brief Summary:**

Cover is a nationally licensed insurance brokerage that works with more than 30 insurers across the US. The company operates a "hybrid model" and "very selectively" carries some risk on its own balance sheet, the CEO said.





\*Ziggurat, a Berkeley, California-based company that has created an easy-to-use artificial intelligence (AI) guide to stock trading, is raising capital for its AI platform, said founder and CEO Sia Nazari.

# **Brief Summary:**

a Berkeley, California-based company that has created an easy-to-use artificial intelligence (AI) guide to stock trading website



♦ Algo-Logic, a San Jose, California-based company providing FPGA-accelerated trading products, is considering a capital raise which could be a Series A, private equity, or super angel funding, CEO John W. Lockwood told this news service.

## **Brief Summary:**

Algo-Logic's Tick to Trade system was initially launched about two years ago, and is now used by Chicago Mercantile Exchange traders to accelerate trading of futures and options. Algo-Logic also just recently launched an FPGA-accelerated product for equity traders that performs pre-trade risk checks.



# **Interesting Fact:**

Algo-Logic could eventually become a target for a strategic buyer and at some point a public offering could also be of interest to the company, the executive said. Lockwood holds BS, MS, PhD degrees in Electrical and Computer Engineering from the University of Illinois at Urbana/Champaign.



\*Routefire, a San Francisco-based company offering trading technology and execution services to institutional crypto traders, is planning to seek its Series A round this year, CEO and founder Jason Victor told this news service.

## **Brief Summary:**

a San Francisco-based firm offering trading technology and execution services to institutional crypto traders website

# **Interesting Fact:**

Customers don't just need a company that offers an algorithmic solution, they need a company that does that solution very well, Victor said. "Algorithms are kind of like pizza," he said. "Is it Dominos or is it Giordano's?"



Omniex, a San Francisco-based company that has developed an institutional-grade trading and investment platform for crypto assets, is likely to raise its Series A round by the end of the year, CEO and co-founder Hu Liang told this news service.

#### **Brief Summary:**

Omniex' platform is an algorithmic execution and smart order routing service. The platform provides position management, market data, and an OTC settlement center. It integrates with banks, fund accounting, wallets and custody and also offers portfolio risk and compliance tools.





\*Lumina , a San Francisco-based company providing an interface for institutions to manage, bookkeep and trade their digital asset portfolio, will probably raise a follow-on seed round later this year, CEO and co-founder Chen Fang told this news service.

#### **Brief Summary:**

a San Francisco-based company providing an interface for institutions to manage, bookkeep and trade their digital asset portfolio website

May 09, 2019

# **Most Recent Coverage:**

InterRemit (Financial Technology Applications Inc), a Bay Area startup whose software helps businesses find the optimal FX rate for large cross-border money transfers by using cryptocurrencies, could seek seed funding in a few months, CEO Christos Stoumpos told this news service.

# **Brief Summary:**

a Bay Area startup whose software helps businesses find the optimal FX rate for large cross-border money transfers by using cryptocurrencies website



♦ Hippo Insurance, a Mountain View, California-based startup that sells home and condo insurance, is likely to consider a Series D raise in the "next couple of quarters," CEO Assaf Wand told this news service.

## **Brief Summary:**

Hippo allows homeowners to get a quote and purchase home insurance online in 60 seconds or less, with savings of up to 25 percent over traditional insurers. Hippo policies are underwritten by insurance companies rated A- Excellent or better. Those policies, in turn, are reinsured by companies with nearly \$200bn assets.



# **Interesting Fact:**

Hippo is "very much" considering the possibility of going public, and could be in a position for an IPO in about a year and a half, Wand said. That said, Hippo is not ruling out a sale, as there are "dozens" of insurers that could be interested in acquiring Hippo, the CEO said.



Optimity, a San Francisco-based startup offering healthpromoting applications for insurance carriers, enterprise customers and individuals who want to optimize their health and wellness, is raising its Series A round, CEO Jane Wang told this news service.

# **Brief Summary:**

a San Francisco-based startup offering health-promoting applications for insurance carriers, enterprise customers and individuals who want to optimize their health and wellness website



❖ Futurion, the Pleasanton, California-based startup behind Breach Clarity, an online tool that helps victims of data breaches with risk mitigation, is now seeking equity funding, founder Jim Van Dyke told this news service.

# **Brief Summary:**

the Pleasanton, California-based startup behind Breach Clarity, an online tool that helps victims of data breaches with risk mitigation website



\*BehavioSec, a San Francisco-based behavioral biometrics company focused on fraud prevention, could raise its Series C round in about 12 months, CEO Neil Costigan told this news service.

# **Brief Summary:**

a San Francisco-based behavioral biometrics company focused on fraud prevention website



◆Fintel Labs, the Sunnyvale, California-based creator of an Al platform as a service for banks and wealth management firms, is considering taking its first outside investment to capitalize on new growth opportunities, CEO Vik Ramesh and CTO Krish Gopalan told this news service in a joint interview

# **Brief Summary:**

The company's platform, Fintel Cloud, provides a suite of Al tools for financial institutions. These tools can be integrated into existing bank and wealth management apps with just a few lines of code, the executives said. Fintel also offers a variety of white label mobile apps, according to the company.

## website

# **Interesting Fact:**

Ramesh and Gopalan have been friends for more than 30 years. The two grew up only a block from each other in Chennai, India. They remained close friends as both execs went to college in the US. Ramesh attended Dartmouth, graduating with a degree in marketing. Gopalan matriculated at Stanford, graduating with a degree in management science and engineering.



\*BitAlpha, a San Francisco-based startup whose application helps businesses manage the tax and legal issues that arise from owning cryptocurrencies, could consider an STO in the future to raise capital, CEO and founder Patrick White told this news service.

# **Brief Summary:**

BitAlpha's cloud-based software helps corporations track gains and losses from cryptocurrency sales as well as their potential tax implications. It also helps businesses store their crypto, and use it for bill paying and managing payroll.



# **Interesting Fact:**

BitAlpha's cloud-based software helps corporations track gains and losses from cryptocurrency sales as well as their potential tax implications. It also helps businesses store their crypto, and use it for bill paying and managing payroll.



Alpaca, the San Francisco-based creator of an online trading platform developed by software engineers-turned-traders, may seek to raise between \$5m and \$10m in a Series A round this year, said Yoshi Yokokawa, co-founder and CEO.

#### **Brief Summary:**

Though Alpaca does not charge commissions, it does receive payments for routing user orders to market makers and exchanges. It also drives revenue from interest on cash deposits, margin financing and stock loan fees for Alpaca users who want to borrow stock to sell short.



#### CEO:

Yoshi Yokokawa





# **Interesting Fact:**

Alpaca was started as a database company in 2015 aimed at establishing a comprehensive solution for unstructured data, visual data and eventually time-series data that could be used by different industries. Through this work, Alpaca hit on the idea to create a commission-free, stock-trading platform to serve a growing community of software developers and technology-minded individuals.



◆FogLogic, a Sunnyvale, California-based company using AI to detect, contextualize and resolve issues affecting IT systems, is planning to raise a Series B round later this year, CEO Ashok Santhanam told this news service.

#### **Brief Summary:**

FogLogic is a SaaS startup leveraging AI/ML to automate IT Ops for enterprise applications. The company is offering "AIOps in a box," the CEO said.



## **Interesting Fact:**

FogLogic would entertain forming partnerships with businesses who are interested in implementing its solutions. The tech could be modeled for use in many industries – including financial services – with the right partners, the CEO said.



MakerDAO, A Q&A with the company's CEO Rune Christensen

#### **Brief Summary:**

MakerDAO, is the creator of Dai, a stablecoin whose price is kept 1 to 1 with the US dollar. its peg is kept via a complex system that includes collateralized debt positions managed with Ethereum-based smart contracts and a decentralized community of actors who are incentivized to take actions that keep Dai's price stable.



## **Interesting Fact:**

The company's first priority is to get greater adoption among the unbanked. It is seeing the start of this in Argentina, and it is ooking to get even more adoption there and in other places, the CEO said.



SnapCheck, a San Francisco-based digital check company, expects it will pursue a Series A round this year as it expands in the marketplace, said Ken Kruszka, founder and CEO.

#### **Brief Summary:**

SnapCheck naturally intends to target banks as the first vertical, followed by insurance companies and retailers.

website

#### **CEO** and founder:

Ken Kruszka





# **Interesting Fact:**

In spite of the demand for improved speed and efficiency in processing checks, Kruszka noted 2/3 of all B2B payments in the US still are completed by checks. Why? Owners are willing to wait a few days because of the confidence of a link to the vendor's bank account, via the paper check.



◆TrueAccord, a San Francisco-based debt collection company that uses machine learning to improve recovery rates, is likely to raise more equity financing as it continues to grow the business, CEO Ohad Samet told this news service.

### **Brief Summary:**

TrueAccord is a debt collections firm that interacts with debt holders through a digital product that leverages machine learning. Its Al technology analyzes consumer behavior, helping to deliver a more personalized experience with debt holders. This digital model of debt collection has been shown to increase debt recovery rates and reduce compliance risk.



#### CEO:

**Ohad Samet** 





# Interesting Fact:

That said, the company is not ruling out an M&A exit. There could be strategic drivers over the next two years that could cause potentials buyers to view TrueAccord as an attractive target, but at this time the company is not actively pursuing a sale. It has been suggested that there could be an uptick in loan defaults over the next two years. Companies that operate in the underperforming loan space may be excited by technologies that can scale their business without new hires, Samet explained.

Jan 18 2019



## **Most Recent Coverage:**

Mint Exchange, the Palo Alto, California-based creator of a clearinghouse that allows institutional investors to trade cryptocurrencies across multiple exchanges, expects to expand its investor base in 2019, chairman Harpal Sandhu told this news service.

## **Brief Summary:**

While Mint Exchange is a separate entity from Integral, it licenses Integral's software and its clearinghouse is built on top of Integral's Forex trading platform.



#### chairman:

Harpal Sandhu





# **Interesting Fact:**

In addition to being Mint's chairman, Sandhu is also CEO of Integral, a firm he co-founded in 1993. Integral has more than 200 customers of its trading platform, including a number of large investment banks and asset management firms.



\*BitAlpha, a recently launched application that helps businesses manage the tax and legal issues that arise from owning cryptocurrencies, is in the midst of raising a seed round, although not too aggressively, said CEO Pat White.

## **Brief Summary:**

a recently launched application that helps businesses manage the tax and legal issues that arise from owning cryptocurrencies website





PayActiv, a San Jose, California-based fintech startup offering tools that give employees more options for how and when they receive their paycheck, is looking to expand further in Asia following a recent Series B raise, co-founder and CTO Sohail Aslam told this news service.

## **Brief Summary:**

PayActiv's platform provides employees of its partners access to a variety of financial tools. One offering gives a company's employees the ability to immediately access 50% of their earned but unpaid income. PayActiv does not provide loans or advances, but rather access to wages that have already been earned, Aslam noted.



Richard Wyckoff



# **Interesting Fact:**

At this point, the company has not determined if or when it will seek a Series C round, Aslam said. Decisions about whether to raise further capital will be made after the company sees how much growth is achieved from the Series B round, he said.



MOVO, a Palo Alto, California-based company advancing a neo-bank with broad e-wallet applications, may seek additional capital next year as it prepares for expansion, said founder and CEO Eric Solis.

#### **Brief Summary:**

MOVO distinguishes its service from competitors as it claims to be the only e-wallet application that is backed by an FDIC bank, New York-based Metropolitan Commercial Bank.



# Interesting Fact:

Solis described MOVO's approach to enabling more rapid payments as unconventional, but still "inside the box" and the laws of the financial system. MOVO maintains its standing relationship and support of Metropolitan Commercial, and also is tethered to the mainstream rails of the financial system. However, it is introducing more flexibility and security for user payments and deposits.



Monarch, a Woodside, California-based crypto payments processor startup with a digital wallet, has reached the softcap in its ongoing security token sale, CEO Sneh Bhatt told this news service.

## **Brief Summary:**

Monarch recently launched its minimum viable product (MVP) for its digital wallet, which is capable of holding BTC, ETH, XRP, and all ERC-20 tokens. The wallet is available in several app stores and its android wallet was downloaded by 18,000 users the first day it became available, the CEO said.



# **Interesting Fact:**

The company has been bootstrapped to date with about \$4,000,000 from the company co-founders, the CEO said.

# REACH

#### **Most Recent Coverage:**

Reach, a San Francisco-based startup focused on building business collaboration software, is likely to consider a capital raise towards the middle of next year, co-founder and CEO Yair Ravid told this news service.

# **Brief Summary:**

The company has developed a platform that allows companies and their clients to collaborate on important documents in real-time. Using the platform, users are able to share, edit and store documents without needing to download special software.



website



Checkbook.io, the Sunnyvale, California-based developer of digital payments technologies including checks that are sent and received by email, is seeking Series A funding, CEO and founder PJ Gupta told this news service.

### **Brief Summary:**

Along with digital checks, Checkbook.io provides the capability to push funds directly to a recipient's bank account. It also has products for managing invoices and reoccurring payments as well as a marketplace product that facilitates payments between its users.



**Advisors:** 

Augie Rakow-Orrick's Emerging Companies Group, Will Rose -- Ouovo

#### TANGOTRADE

## **Most Recent Coverage:**

\*TangoTrade, a San Mateo, California-based startup that uses blockchain technology to provide payment assurance for importers and exporters, will probably pursue a Series A round during the middle of next year, CEO and Co-founder Scott Reynolds told this news service.

#### **Brief Summary:**

TangoTrade is developing a blockchain-based product which uses smart contracts to govern transactions between small and medium-sized importers and exporters. It expects its product will be a significant improvement over the Letter of Credit, which is commonly used in payment assurance.

#### website

# **Scott Reynolds:**

# **Interesting Fact:**

Reynolds was previously the founder and CEO of Armor Payments, which was acquired by Payoneer in 2016. He then served as General Manager of B2B Services at Payoneer before starting TangoTrade. Prior to founding Armor Payments, Reynolds was Director of Product Management at PayPal and also held a management role at MasterCard, according to his company Bio.



•Wyre, a San Francisco-based startup that uses blockchain technology to facilitate real-time, cross-border payments and transfers, is close to finalizing a Series B round, director Jack Jia told this news service.

## **Brief Summary:**

Wyre is also developing product offerings outside of crossborder payments. In September, the company announced it had acquired technology from Hedgy Inc. to support the launch of a compliant, derivatives product. The product will allow users to create and execute smart swap contracts.



#### CEO:

Michael Dunworth





# **Interesting Fact:**

The company has no current plans to sell, Jia said. Instead, Wyre is positioning itself to capitalize on an industry that is still in its infancy. "It's anyone's game right now," Jia explained.



◆Rover Network, a Palo Alto-based startup that creates private, permissioned blockchains for businesses, is in the process of finalizing a strategic investment, SVP of business development David Boucher told this news service.

# **Brief Summary:**

Rover Network develops fast, scalable blockchain solutions, which can be integrated with any IT infrastructure, the executive said. It can develop and implement custom blockchain solutions in about a week, according to the company.



## Interesting Fact:

More than \$1,000,000 has been invested in Rover Network to date from family and friends, Boucher said. The company was founded in 2016, but R&D work on the technology has been underway for about three years, he said. Part of the proceeds from the investment will be used to hire more computer programmers, Boucher said. Rover now has 15 employees including 10 programmers, he said.



◆Feedzai, the creator of an end-to-end platform for fraud and risk management, might consider a larger financing round as it continues to scale, CEO Nuno Sebastião told this news service.

## **Brief Summary:**

Feedzai offers, banks, merchants and processors a platform technology, which takes input from multiple data sets providing its customers with insights on fraud and helping those customers build risk profiles. The company's machine learning technology, in turn, processes events and transactions instantly and subsequently delivers intelligible insights to its customers.

## website

# **Interesting Fact:**

Last year, Feedzai was selected as the most innovative Al startup of 2017 by Silicon Valley Bank and In-Q-Tel. Feedzai was valued most recently at \$575,000,000, according to a published report from February 2018. The company was founded in 2008 by a group of data scientists and aerospace engineers.

# **ABRA**

## **Most Recent Coverage:**

\*Abra, the San Francisco-based startup which offers the BIT10 Index token, likely will go after another capital raise in the next six months to help fuel the global expansion of its platform, said Bill Barhydt, CEO.

#### **Brief Summary:**

Abra recently introduced the BIT10, a new token that tracks the Bitwise 10 Large Cap Crypto Index. The BIT10 tracks the 10 largest assets that currently make up 80% of the cryptocurrency market. Retail investors who want exposure to Crypto currencies, such as Ethereum, Bitcoin or Digibyte, can purchase the BIT10 token through Abra's app.



#### Co-founder:

Pete Kelly





# **Interesting Fact:**

Barhydt said Abra's international growth is increasing rapidly, with more users from the United Kingdom, Europe, Singapore and Nigeria. First-generation Bitcoin investors are driving some of the growth of the BIT10 token, re-investing gains in Bitcoin into the BIT10, added Barhydt.



\*Bee Token, a decentralized home sharing network, may consider selling a stake of its community tokens to a strategic buyer, CEO Jonathan Chou told this news service.

## **Brief Summary:**

The Bee Token operates Beenest, a blockchain-based platform where Bee Token holders can book accommodations and hosts can earn income from renting their homes. The Beenest dApp and the Bee Protocols are powered by an ERC-20 utility token. The company was founded in 2017.



#### CEO:

Jonathan Chou





# **Interesting Fact:**

Prior to starting Bee Token, Chou worked at Uber's Security & Fraud division. He has also held positions at Grindr and Dongwei. Prior to that, Chou was active in family-owned businesses which were eventually sold to Sun Chemical and 3M.



\*Ripio, a San Francisco-headquartered tokenized peer-to-peer lending platform, will likely consider a Series B financing at some point next year, CEO Sebastian Serrano told this news service.

# **Brief Summary:**

The Ripio Credit Network (RCN) protocol is based on blockchain technology and smart contracts, and connects lenders and borrowers in any currency, anywhere in the world, through RCN tokens.



#### CEO:

Sebastian Serrano





# **BLOQBOARD**

#### **Most Recent Coverage:**

\*Bloqboard, a San Francisco-based company providing an application for users to access peer-to-peer lending protocols, is likely to consider a Series A financing early next year to fuel the development of its framework, CEO Vitaly Bahachuk said.

#### **Brief Summary:**

Bloqboard has developed a desktop application, where users are able to interact with exchange protocols that define how financial instruments are issued and exchanged over decentralized networks, such as the Ethereum blockchain. The company is focused on creating a distribution channel for several decentralized finance protocols including lending, debt and derivatives protocols.



## **Interesting Fact:**

Bloqboard was awarded zk Capital's sponsor prize at the MIT Bitcoin Hackathon in March for its Dharma protocol relayer prototype.



Juvo, the San Francisco-based creator of an app that provides financial services to prepaid mobile customers, s planning to expand into Africa in the near-term, said Gabriel Gallegos, the company's SVP of Business Development.

## **Brief Summary:**

Juvo partners with mobile operators to provide credit for mobile airtime. As mobile customers fulfill these loans with their operators, it is an opportunity for them to establish credit for telco and potentially other financial services, according to Gallegos.





\*Azlo, a San Francisco-based startup that offers fee-free digital banking to small businesses, will probably seek Series A financing in about 6 to 12 months, said Cameron Peake, COO and co-founder.

## **Brief Summary:**

Azlo offers a no-fee, no-minimum small business banking platform with mobile invoicing and free Automated Clearing House (ACH) tranfers, according to the company. The app also connects with both Stripe and Square, so businesses can accept credit cards. It soon expects to integrate easily with other third party providers including Etsy, PayPal, Intuit QuickBooks, and Xero.





One Inc., a digital payments provider for insurers, is on track to double its processing volume, and is looking at deals to expand internationally, CEO Christopher Ewing said.

# **Brief Summary:**

The company's platform makes it easy for carrier and agencies to securely offer digital payments, Ewing said. Its solution is also PCI compliant and works with both legacy and advanced systems, he noted.



## CEO:

**Christopher Ewing** 



