

[ INSIDE ] (/)

## [ INSIDE VENTURE CAPITAL ]

### Inside Venture Capital (Mar 22nd, 2018)

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Today's Goldilocks features **Julia Computing's** (<https://juliacomputing.com/>) co-founder and CEO **Viral Shah** (<https://www.linkedin.com/in/viralbshah/>), who spoke to us about the particularities of raising funding as a company developing an open-source coding language, and how he managed to secure a \$4.2M seed round co-led by General Catalyst and Founder Collective.

--VC Reads--

-- **One Order of Operations for Starting a Startup** (<https://blog.ycombinator.com/one-order-of-operations-for-starting-a-startup/>): YC co-founder **Michael Seibel** (<https://twitter.com/mwseibel>) discusses all the technical issues that come after a great idea.

-- **50 Big Companies that Started with Little or No Money** (<https://hackernoon.com/50-big-companies-that-started-with-little-or-no-money-4ef1b68aac25>): Founder Collective rattles off how their strategies eventually made them successful.

-- **a16z Podcast: On Morals and Meaning in Products, Business, Life** (<https://a16z.com/2018/03/20/morals-meaning-entrepreneurship-humancapital/>). (Audio)

-- **Spotify's First Investor On Why the Company's Unusual IPO Makes Sense** (<http://fortune.com/2018/03/21/spotify-investor-par-jorgen-parson/>): Fortune interviews **Pär-Jörgen Pärson** (<https://twitter.com/pjparson>) from Northzone.

-- **Commentary: How Silicon Valley Can Help Fix Our Health Care System** (<http://fortune.com/2018/03/19/stanford-university-school-of-medicine-dean-healthcare-system-silicon-valley/>).



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<https://inside.com/campaigns/inside-venture-capital-2018-03-22-5629/sections/today-s-vc-reads-featuring-mwseibel-pjparson-34571>

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## --Enterprise--

-- Edianzu (Beijing, China), office supply leasing platform: **\$320M**  
(<https://www.chinamoneynetwork.com/2018/03/21/dealshot-ggv-capital-leads-22m-series-round-chinese-fashion-e-commerce-platform-look>) C led by Source Code Capital, participation from Shunwei, Matrix, Aplus, Koala Fund.

-- **City Storage Systems** (<https://www.cloudkitchens.com/>) (Los Angeles, CA), repurposing of distressed real estate assets: **\$150M**  
(<https://www.recode.net/2018/3/20/17145032/travis-kalanick-uber-new-job-ceo-real-estate-startup-city-storage-systems>) from Travis Kalanick. Kalanick will take over the company from previous CEO Diego Berdakin.

-- **KeepTruckin** (<http://www.keeptruckin.com/>) (San Francisco, CA), electronic logs and fleet management platform for the trucking: **\$50M**  
(<http://www.finsmes.com/2018/03/keeptruckin-raises-50m-in-series-c-funding.html>) C led by IVP, participation from Scale, Index, GV. CEO and co-founder **Shoaib Makani** (<https://www.linkedin.com/in/smakani/>) invested in Instacart and Indiegogo, among others, while he was an investor with Khosla Ventures.

-- **Clari** (<http://www.clari.com/>) (Sunnyvale, CA), AI-based sales platform to focus attention and prevent pipeline collapse: **\$35M**  
(<http://www.finsmes.com/2018/03/clari-raises-35m-in-series-c-funding.html>) C led by Tenaya Capital, participation from Thomvest, Blue Cloud, Sequoia, Bain, Northgate.

-- **Chargebee** (<https://www.chargebee.com/>) (Chennai, India), SaaS subscription management and recurring billing platform: **\$18M**  
(<http://www.finsmes.com/2018/03/chargebee-secures-18m-in-series-c-funding.html>) C led by Insight Venture Partners, participation from Accel, Tiger.

-- **AllyO** (<http://www.allyo.com/>) (Sunnyvale, CA), customizable AI recruitment platform: **\$14M** (<http://www.finsmes.com/2018/03/allyo-raises-14m-in-funding.html>) led by Bain Capital Ventures, participation from Cervin, Gradient, Randstad.

-- Xinrenxinshi (Beijing, China), HR management platform: **\$13.5M**  
(<https://www.chinamoneynetwork.com/2018/03/21/dealshot-ggv-capital-leads-22m-series-round-chinese-fashion-e-commerce-platform-look>) B led by Alpha Startups, participation from Sequoia.

-- **Upkeep Maintenance** (<https://www.onupkeep.com/>) (Los Angeles, CA), collaboration and maintenance app for facility management: **\$10M**  
(<http://www.finsmes.com/2018/03/upkeep-maintenance-management->

**[secures-10m-in-series-a-funding.html](#)**) A led by Emergence Capital. Graduated YC Winter 2017, and now boasts 50K technicians. CEO and founder **[Ryan Chan](#)** (**<https://www.linkedin.com/in/ryan-chan-upkeep/>**) was named to Forbes' 30 Under 30.

-- **[Umuse](https://umuse.io/)** (**<https://umuse.io/>**) (Austin, TX), workplace communication platform combined into Facebook-like feed: **\$5M** (**<http://www.finsmes.com/2018/03/umuse-raises-5m-in-seed-funding.html>**) Seed from Shasta, Next Coast, Floodgate.

-- **[CaliberMind](http://www.calibermind.com/)** (**<http://www.calibermind.com/>**) (Boulder, CO), B2B data collection and customer targeting self-service platform: **\$3.2M** (**<http://www.finsmes.com/2018/03/calibermind-raises-3-2m-in-seed-funding.html>**) Seed led by Newark Venture, Buran VC.

-- **[ZineOne](http://www.zineone.com/)** (**<http://www.zineone.com/>**) (Milpitas, CA), platform allowing banks and retailers to engage their customers in real time: **\$2.5M** (**<http://www.finsmes.com/2018/03/zineone-raises-2-5m-in-series-a-funding.html>**) A led by Omidyar Network, participation from Harvard Business School Alumni Angels, Touchstone, Hyderabad Angels, Golden Seeds.

-- **[Vangst](https://vangst.com/)** (**<https://vangst.com/>**) (Denver, CO), cannabis jobs marketplace: **\$2.5M** (**<http://www.finsmes.com/2018/03/vangst-raises-2-5m-in-funding.html>**) led by Lerer Hippeau, participation from Casa Verde. CEO and founder **[Karson Humiston](https://www.linkedin.com/in/karson-humiston-64572b97/)** (**<https://www.linkedin.com/in/karson-humiston-64572b97/>**) was named to Forbes' 30 Under 30.

-- Align Technologies (New Orleans, LA), SaaS business operating system for accountability and company priorities: **\$2.175M** (**<http://www.finsmes.com/2018/03/align-technologies-raises-2-175m-in-funding.html>**) A from undisclosed sources.

--Biotech/Health--

-- **[Oxford Nanopore](https://nanoporetech.com/)** (**<https://nanoporetech.com/>**) (Oxford, UK), portable real-time DNA/RNA sequencer: **\$141M** (**<http://www.finsmes.com/2018/03/oxford-nanopore-technologies-raises-100m-in-funding-2.html>**) from GIC, China Construction Bank International, Hostplus.

-- **[TCR2](http://www.tcr2.com/)** (**<http://www.tcr2.com/>**) (Cambridge, MA), TCR-based cancer therapies: **\$125M** (**<http://www.finsmes.com/2018/03/tcr2-therapeutics-raises-125m-in-series-b-financing.html>**) B led by 6 Dimensions Capital, Curative Ventures, participation from Redmile, ArrowMark, Hillhouse, MiraeAsset, Syno, Haitong International, Lucion, Sirona, Alexandria, et al.

-- Joyn Bio (Boston, MA), microbes engineering for taste for food industry: **\$100M** (<https://agfundernews.com/joyn-bio-bayer-ginkgo-bioworks-joint-venture.html>) from Viking Global, Bayer, Ginkgo. Is a joint venture between Bayer and Ginkgo.

-- **Tempus Labs** (<https://www.tempus.com/>) (Chicago, IL), data collection using gene-sequencing services for cancer patients: **\$80M** (<http://www.chicagobusiness.com/article/20180320/BLOGS11/180329980/groupon-founder-lefkofskys-cancer-startup-tempus-raises-another-80m>) led by T. Rowe Price, participation from NEA, Brad Keywell, Revolution, et al. Reached unicorn status and has raised \$210M to date. CEO **Eric Lefkofsky** (<https://www.linkedin.com/in/ericlefkofsky/>) also founded and headed Groupon.

-- **ArcherDX** (<http://archerdx.com/>) (Boulder, CO), NGS-based gene fusion detection assays: **\$35M** (<http://www.finsmes.com/2018/03/archerdx-closes-35m-series-a-financing.html>) A led by Boulder Ventures, PBM Capital Group, participation from Longwood, Peierls Foundation.

-- **CareWorx** (<http://www.careworx.com/>) (Ottawa, Canada), managed services for mid-market and senior care: **\$17M** (<http://www.finsmes.com/2018/03/careworx-raises-17m-in-private-equity-financing.html>) from Kayne Partners.

-- **Elligo Health** (<http://elligodirect.com/>) (Austin, TX), platform to accelerate clinical research: **\$16M** (<http://www.finsmes.com/2018/03/elligo-health-research-raises-16m-in-series-b-funding.html>) B led by Hatteras Venture Partners, Noro-Moseley Partners, participation from FS Healthcare, Excelerate, Shumway, et al.

-- **Neurotrack** (<https://www.neurotrack.com/>) (Redwood City, CA), digital memory health platform: **\$13.7M** (<http://www.finsmes.com/2018/03/neurotrack-raises-13-7m-in-series-b-funding.html>) B led by Sozo Ventures, participation from Marc Benioff, Khosla, Founders Fund, Social, AME Cloud, Rethink Impact.

-- **Eden Health** (<https://www.edenhealth.com/>) (New York, NY), personal health platform for employees: **\$4M** (<http://www.finsmes.com/2018/03/eden-health-raises-4m-in-seed-funding.html>) Seed led by Greycroft Partners, participation from Piper Jaffray, Max, 645.

-- **Cernostics** (<http://www.cernostics.com/>) (Pittsburgh, PA), cancer diagnostics: **\$2.1M** (<http://www.finsmes.com/2018/03/cernostics-raises-2-5m-in-series-a1-financing.html>) A1 led by Illumina Ventures.

--Fintech--

-- Wecash (Beijing, China), online credit rating platform: **\$160M**  
**(<https://www.chinamoneynetwork.com/2018/03/21/dealshot-ggv-capital-leads-22m-series-round-chinese-fashion-e-commerce-platform-look>)** D led by Orix Asia Capital, SEA Group, participation from SIG, Forebright, Lingfeng, Hongdao.

-- **eToro** (<http://www.etoro.com/>) (London, UK), social network focusing on investment and cryptocurrencies: **\$100M**  
**(<http://www.finsmes.com/2018/03/etoro-raises-100m-in-series-e-funding.html>)** E led by China Minsheng Financial, participation from SBI, Korea Investment, World Wide Invest, et al. Joined the London Stock Exchange's ELITE program.

-- **CommonBond** (<http://www.commonbond.co/>) (New York, NY), platform for student loans: **\$50M** (<http://www.finsmes.com/2018/03/commonbond-secures-50m-in-series-d-equity-funding.html>) D led by Fifth Third Capital Holdings, participation from First Republic Bank, Columbia Seligman Investments, Neuberger Berman, August, Nyca, Vikram Pandit, Tom Glocer.

-- Paymerang (Richmond, VA), enterprise-grade electronic payments: **\$26M**  
**(<http://www.finsmes.com/2018/03/paymerang-receives-26m-growth-investment.html>)** from Aldrich Capital Partners.

--Edtech--

-- 17Zuoye (Beijing, China), online k-12 education platform: **\$250M**  
**([https://www.dealstreetasia.com/stories/94703-94703/?utm\\_content=bufferf78f8&utm\\_medium=social&utm\\_source=twitter.com&utm\\_campaign=](https://www.dealstreetasia.com/stories/94703-94703/?utm_content=bufferf78f8&utm_medium=social&utm_source=twitter.com&utm_campaign=)**  
E led by Temasek, participation from CITIC, Shunwei.

--Govtech--

-- Feedback Infra (India), infrastructure management and maintenance: **\$105M**  
**([https://www.dealstreetasia.com/stories/94703-94703/?utm\\_content=bufferf78f8&utm\\_medium=social&utm\\_source=twitter.com&utm\\_campaign=](https://www.dealstreetasia.com/stories/94703-94703/?utm_content=bufferf78f8&utm_medium=social&utm_source=twitter.com&utm_campaign=)**  
PE Aldrich Capital Partners.

-- **Mark43** (<http://www.mark43.com/>) (New York, NY), public safety platform: **\$38M** (<http://www.finsmes.com/2018/03/mark43-raises-38m-in-series-c-funding.html>) C led by General Catalyst, Jim Breyer, participation from Spark, Sound, Bezos Expeditions, Goldman Sachs, David Petraeus, Innovation Endeavors, Govtech Fund, SV Angel.

--Cybersecurity--

-- **Sift Science** (<https://siftscience.com/>) (San Francisco, CA), AI-based fraud prevention and risk management: **\$53M** (<http://www.finsmes.com/2018/03/sift-science-secures-53m-in-series-d-funding.html>). D led by Stripes Group, participation from Union Square, Insight, Spark.

-- **Virsec** (<http://www.virsec.com/>) (San Jose, CA), protection from within applications: **\$24M** (<http://www.finsmes.com/2018/03/virsec-closes-24m-in-series-b-funding.html>). B led by BluelO, participation from Artiman, Amity, Raj Singh, Boston Seed.

-- **Dessmann** (<http://dessmann.com.sg/>) (Stuttgart, Germany), biometric door lock: **\$16M** (<https://www.chinamoneynetwork.com/2018/03/21/dealshot-ggv-capital-leads-22m-series-round-chinese-fashion-e-commerce-platform-look>) B from Red Star Macalline, Share, Hotata.

-- **Averon** (<https://www.averon.com/>) (San Francisco, CA), mobile identity verification standard: **\$13.3M** (<http://www.finsmes.com/2018/03/averon-closes-13-3m-funding-round.html>) led by Marc Benioff.

--Data/Analytics--

-- **ScaleFlux** (<http://www.scaleflux.com/>) (San Jose, CA), computation storage for data center scaling: **\$25M** (<http://www.finsmes.com/2018/03/scaleflux-raises-25m-in-series-b-funding.html>) B led by Shunwei Capital.

-- **Fauna** (<http://www.fauna.com/>) (San Francisco, CA), :NoSQL database for mission critical data **\$25M** (<http://www.finsmes.com/2018/03/fauna-completes-25m-series-a-funding-round.html>) A from Capital One, GV, Point72, Afore, Costanoa, LINE, NHN, Naver.

-- **OpenSignal** (<http://opensignal.com/>) (London, UK), network speed data collection platform: **\$8M** (<https://techcrunch.com/2018/03/21/opensignal-which-taps-sensors-on-100m-smartphones-to-monitor-network-speed-and-weather-raises-8m/>) led by Octopus Ventures, participation from Qualcomm, O'Reilly AlphaTech, Passion.

--Consumer Internet--

-- **LOOK** (Beijing, China), online fashion e-discovery/commerce platform: **\$22M** (<https://www.chinamoneynetwork.com/2018/03/21/dealshot-ggv-capital-leads-22m-series-round-chinese-fashion-e-commerce-platform-look>) A led by GGV, Fengshion, participation from Ceyuan, PurpleSky, Zhencheng.

-- **Lvji** (Guangzhou, China), audio travel guide app: **\$19M** (<https://www.chinamoneynetwork.com/2018/03/20/dealshot-sme-government-guidance-fund-leads-new-funding-round-chinese-education>)

**group-bell-ai**) B from Qianhai Fund of Funds, Pufeng Fund.

-- **CoEdition** (<https://www.refinery29.com/2018/03/194054/plus-size-fashion-clothing-launch-coedition>) (New York, NY), e-commerce for women's fashion above size 10: **\$4M** (<http://www.finsmes.com/2018/03/coedition-secures-4m-in-seed-funding.html>) Seed led by NEA, participation from General Catalyst, Primary, BBG.

--AI/Machine Learning--

-- **Mythic** (<http://www.mythic-ai.com/>) (Austin, TX), AI chip to turn devices into local AI intelligent assistants: **\$40M** (<http://www.finsmes.com/2018/03/mythic-raises-40m-in-series-b-funding-round.html>) B led by SoftBank Ventures, participation from DFJ, Lux, Data Collective, AME Cloud, Lockheed Martin Ventures, Andy Bechtolsheim.

--Adtech/Martech--

-- Nox (Beijing, China), programmatic advertising tech: **\$31.6M** (<https://www.chinamoneynetwork.com/2018/03/20/dealshot-sme-government-guidance-fund-leads-new-funding-round-chinese-education-group-bell-ai>) B led by Garena, Everest Ventures, Y&R Capital.

--Agtech--

-- **Pairwise** (<http://pairwiseplants.com/>) (San Diego, CA), gene-editing tech for crops: **\$25M** (<http://www.finsmes.com/2018/03/pairwise-raises-25m-in-series-a-financing.html>) A led by Garena, Everest Ventures, Y&R Capital.

--Lifestyle--

-- **Burrow** (<https://burrow.com/>) (New York, NY), modular furniture: **\$14M** (<https://techcrunch.com/2018/03/21/burrow-series-a/>) A led by NEA, participation from Correlation.

-- **Rachio** (<http://rachio.com/>) (Denver, CO), smart home irrigation and sprinkler platform: **\$10M** (<http://www.finsmes.com/2018/03/rachio-closes-10m-series-b-funding-round.html>) B led by Eastside Partners, Bonaventure Capital, participation from Amazon Alexa.

--Industrial--

-- **Blackmore Sensors** (<http://www.blackmoreinc.com/>) (Bozeman, MO), frequency-modulated continuous wave lidar: **\$18M** (<http://www.finsmes.com/2018/03/blackmore-sensors-and-analytics->

**raises-18m-in-series-b-funding.html)** B led by BMW i Ventures, participation from Toyota AI, Millennium Technology Value, Next Frontier.

--Gaming--

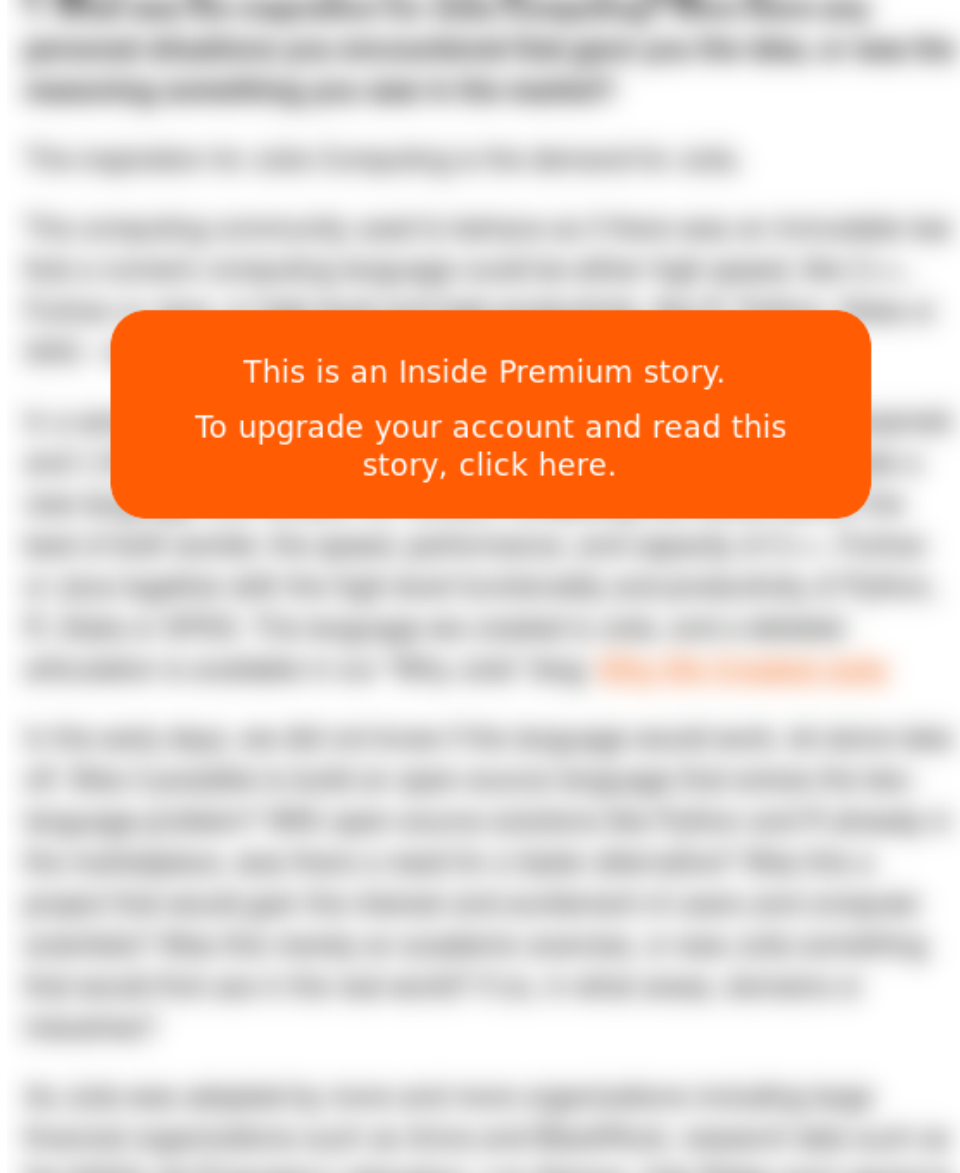
-- **CryptoKitties** (<https://www.cryptokitties.co/>) (San Francisco, CA), virtual collectible kitten game: **\$12M** (<https://techcrunch.com/2018/03/20/cryptokitties-raises-12m-from-andreessen-horowitz-and-union-square-ventures/>) led by Andreessen Horowitz, Union Square Ventures, participation from Naval Ravikant, Mark Pincus, Fred Ehrsam.



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--Goldilocks-- 1. What was the inspiration for Julia Computing? Were there any personal situations you encountered that gave you the

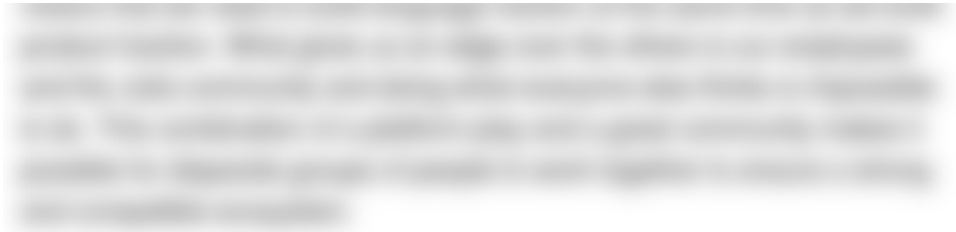


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--Funding Breakdown--

Enterprise

13 Deals: \$625,875,000

--Biotech/Health--

10 Deals: \$534,200,000

--Fintech--

4 Deals: \$336,000,000

--Edtech--

1 Deal: \$250,000,000

--Govtech--

2 Deals: \$143,000,000

--Cybersecurity--

4 Deals: \$106,300,000

--Data/Analytics--

3 Deals: \$58,000,000

--Consumer Internet--

3 Deals: \$45,000,000

--AI/Machine Learning--

1 Deal: \$40,000,000

--Adtech/Martech--

1 Deal: \$31,600,000

--Agtech--

1 Deal: \$25,000,000

--Lifestyle--

2 Deals: \$24,000,000

--Industrial--

1 Deal: \$18,000,000

--Gaming--

1 Deal: \$12,000,000



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