

Parent Company	Company	Priority	Revenue Group	Why Track/Pursue or Not?.....
	Resman	???	1	CAUTION - MAY BE TINY LinkedIn connects in notes Property Management Software / property management SaaS platform provider
Insight Partners (Private Equity)	Armis	Hot	2	(Israel now hq in CA) Approaching Chris Ryan, Mark Reynolds/Alex Rivera, Chris Ryan/Garret Walsh Connection, \$1.1 billion, 1/6/2020 cybersecurity, Israel, good timing
	Avatar Systems Inc	Hot	1	Caution Too Small, No 35% owner?, 35 year founder still involved, No LinkedIn connections, Oil and Gas Accounting Software, Production Software, Land Software, First Purchaser Software
	Axxess Technology Solutions	Hot		Stay after, Investors must be there. Troy Dye, buddy Tim Ingram was SVP, left, Homecare Homebase competitor, known problems. Jose Farias - Jessica Shepard Watts, Ph.D - jwatts@axxess.com his teacher at UTD
	Change Healthcare, formerly PDX, Inc. (Rx.Com Partners LP)	Hot	2	Troy best contact Glen Milsap PM, 1 year see notes connections, PHARMACY SOLUTIONS...providing patient centric and innovative technologies for pharmacies and health systems...retail, specialty, and outpatient pharmacy solutions
	Curantis Solutions	Hot		Stay after, Find Investors, \$600k, Carrecker CEO Troy Dye, Tim Ingram buddy VP sales, former AXCESS, Known problems see notes
JPMorgan Chase	cxLoyalty, Inc.	Hot		Good Timing, Has SWR Product, Ex-employess all pitching TECH, Troy Dye lead, bought Jan 2021 by JP Morgan Chase after renaming, took only 1/2 of employees, probably struggling, probably bought cheap
PDI (Professional Datasolutions, Inc.)	Excentus Corp	Hot	1	 just acquired by. Clay Curtis,Tim Hauser/Anthony Logsdon connect, more in notes marketing programs and services for convenience/gas retail Jose Farias - 2nd level connect southlake Focus group Curt Hicks www.linkedin.com/in/curthicks
	Hearst Communications, Inc.	Hot		Heads of BUs pretty visible, Subs FDB (First Databank), MCG, MHK, Zynx Health are swr companies, worth finding out health

Koch Industries	Infor Inc.	Hot	4	FIND RETIRED EXEC, Brent K contacts, Troy D trying to intro to contact Mike Dickersback vp global hospitality linked in see notes, Timing good. Koch, Acqud GEAC, The deal values \$13 billion including preferred shares, 2/4/2020 ERP swr
	Korbyt (formerly RMG Networks)	Hot	1	35% owner, hiring down, Timing good, stay after. See notes for contacts pursuing Korbyt Anywhere platform—the unified workplace experience platform that seamlessly supports hybrid workforces and drives enterprise-wide collaboration.
One Equity Partners	Mediakind	Hot	1	51% Owner! Jose thinks struggling. CEO tenure timing is good., Troy has good PM placed there, trying to have lunch, HIRING - 4-5 OPEN DEV REQS for troy, Jose Farias lead
	Mitel	Hot	3	Dec 2022, right timing for next CEO, Pricing, Quoting, Estimating Problem, Caution, just sold to PE, new ceo, Tom knows well
	Motorola	Hot	3	John Kedzierski is SVP in Chicago, stay after. Ted Hajec, just bought video companies, consolidating here in DFW, see file
	Onesource Virtual Inc	Hot	2	Possible 35% Owner, Caution, Add-on, might be doing ok. Connections in Notes, Workday Add-On to help customers meet their evolving HR and Finance needs.
	Ribbon Communications Inc	Hot	3	LinkedIn connects in notes TELECOM Ribbon Communications public company, software, IP optical networking solutions service providers, enterprises, critical infrastructure sectors. 2017, merger of Genband
	Rumbleon Inc	Hot	3	MAYBE, Founder may be entrenched, big investors, no 35% owner identified, founder runs. Linked in connects in notes USED CARS, POWERSPORTS, CONSUMER CAUTION, technology to aggregate and distribute pre-owned vehicles to and from both consumers and dealers
	Tyler Technologies Inc	Hot	4	Unlikely, no 35%, owner, probe for Elbit,Troy best contact Tom Walker, PM since 2020, UMKC Grad, Linked in connects in notes, good GOVT APP SWR ...integrated software and technology services to the public sector. Tyler's swr local, state, and federal govt

