



Press release

Paris - January 26 2018

**Opencell receives new funding for its open source billing solution.
Michel Paulin, former COO of SFR, a leading French telco, and
Hugues Meili, chairman and CEO of Niji, join the board of
directors.**

Opencell, the open source solution for managing subscription and usage-based revenue, has now raised over 3 million euros in financing since its creation in 2015. The startup will use its funding to reinforce its research and development capabilities as well as grow its sales team.

Opencell's solution is uniquely positioned as the only open source billing platform capable of addressing complex B2C and B2B usage scenarios. Its software makes complex subscription and usage-based billing and commissioning accessible to all types of businesses and industries including telecoms, cloud operators, Internet of Things enablers and utilities.

The startup addresses an expanding market opportunity for agile monetization platforms that will represent more than \$102 billion in worldwide spending between 2016 and 2020 (source: MGI Research 2017).

According to Opencell CEO David Meyer: "... the flexibility and processing capabilities of Opencell's solution have been extremely well-received by our integration partners that increasingly need to respond to the specific, complex issues relating to recurring revenue business models. Opencell will continue to invest significantly to make its solution even more flexible and to increase its scalability in order to respond to the increasing transaction volumes of our customers."

The lead investor for this funding round is Cap Innov'Est, a regional investment fund that is jointly managed by Capital Grand Est and Invest PME (a Siparex Group company). Kima Ventures, the investment fund fully-owned by French telecom entrepreneur Xavier Niel, as well as several other business angels also invested. BPI France, the French public investment bank, has also committed to provide additional funding.

Michel Paulin, former COO of SFR, and Hugues Meili, chairman and CEO of Niji will join the board. According to Michel Paulin, "... "The Opencell platform provides a universal solution for complex subscription and usage-based billing that will replace costly and difficult-to-implement legacy solutions."

"The investment made by Cap Innov'Est will enable Opencell to increase its technological advantage and accelerate its go-to-market as strong demand continues to drive market growth", added James Grivet, Investment Director for Cap Innov'Est.

About Opencell

Opencell provides an open source platform for managing subscription and usage-based revenues. Created in March 2015 by David Meyer, Sébastien Michéa and Ethan Beardsley, based in Paris and Dijon, the startup currently has 30 employees and more than 40 references in the telecoms, IoT, cloud infrastructure and applications, mobility and utilities industries. <https://opencellsoft.com>

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About Cap Innov'Est

Cap Innov'Est, a 36m€ regional investment fund, invests in startups in the Alsace, Bourgogne/Franche-Comté region. Limited partners include the *Fonds National d'amorçage* (FNA), the Alsace and Bourgogne/Franche-Comté regions, SAFIDI (EDF subsidiary), BNP Paribas and CIBFC (Capital Investissement Bourgogne Franche-Comté).

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