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CAPITAL PARTNERS EUROPE

## **Intersec Announces \$20 Million Funding led by Highland Capital Partners Europe**

**Paris, France-- November 7<sup>th</sup>, 2014** -- Intersec (<https://www.intersec.com/en/>), the leading provider of solutions that enable mobile operators to capture and monetize their network value through big data collection, today announced it has closed a \$20 million series B funding round from Highland Capital Partners Europe and existing investors. Cartagena Capital, the international technology-focussed corporate finance firm, advised Intersec on this private placement. As part of the funding, Laurence Garrett and Tony Zappala, Partners at Highland Capital Partners Europe, will join Intersec's Board of Directors.

Intersec's next-generation software and big data technology solutions allow Telco operators to improve their operational efficiency and build their business in the areas of analytics, location-based services, customer value management and contextual engagement. Intersec has experienced hyper growth in the last five years based on its ability to enter new markets and to offer award-winning products that efficiently implement an operator's loyalty & retention, value creation and cost optimization strategies. The solution has been adopted by some of the worlds leading operators like Telefonica, MTS, Etisalat and Orange. The funding will be used to accelerate worldwide growth and the continued development of Intersec's Big Data software solutions for both the telecom industry and other large corporations looking to benefit from it's renowned and efficient technology.

"Intersec has successfully transitioned over the last few years into the leading player in Telco Big Data Software, building on its leadership in Europe. The US market is key to our success and we plan to invest significantly to expand our US Headquarters in New York." comments Yann Chevalier, Intersec CEO. "We are extremely pleased to partner with Highland Capital Europe and value their involvement and commitment to our growth strategy and vision for international development."

"Intersec is the epitome of what we look for in company. Superb management team, real international scale and global ambition stemming from a disruptive technology platform" said Laurence Garrett, Highland Capital Partners Europe. Tony Zappala adds "Intersec is breaking down the barriers of Big Data software technology and has the potential to transform the way companies make use of their Big Data for the purpose of improving their efficiency."

As an historical investor, Jérôme Faul, Managing Partner at Innovacom comments: "We believed in the future success of a small startup that has now become the Telco Big Data software leader. Today, we are thrilled to be part of a new major step of the Company's business growth and innovation"

The Company has headquarters in Paris and New York, and offices in Dubai, Saint Petersburg, Singapore, Abidjan, Sao Paulo, Madrid, and Johannesburg with plans to extend further.



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### **About Intersec**

Intersec designs solutions that enable mobile operators to capture and monetize their network value through Big Data collection. Operators can then create new and innovative services. Intersec integrates its leading core network solutions for operators to generate location intelligence revenue and to maximize customer value management, contextual engagement and leverage Big Data analytics to make fact-based decisions that result in better business effectiveness. Our award-winning products are designed to efficiently implement loyalty & retention, value creation and cost optimization strategies for CSPs. Acclaimed by 70+ MNOs, Intersec technology enhances the experience of several hundred million subscribers worldwide and manages over a billion smart events day after day. For more information, go to [www.intersec.com](http://www.intersec.com); Follow us on our social media platforms [@IntersecGroup](#), [LinkedIn](#).

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### **About Highland Capital Partners Europe:**

Highland Capital Partners Europe invest in rapidly growing European internet, mobile and software companies that address large market opportunities and have over €10 million in annualized revenues. Our capital enables management teams to accelerate growth and build a lasting, valuable business. Through a dedicated pan-European growth equity technology fund, Highland Capital Partners Europe embraces Highland Capital Partners' global mission of helping great people build great companies. In the last 12 months Highland Capital Partners Europe has invested in Bradwatch, eGym, NewVoiceMedia, GetYourGuide, Outfittery, SocialPoint and AMCS. For more information visit [www.hcp.com](http://www.hcp.com).

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### **About Innovacom:**

Innovacom is a venture capital firm headquartered in Paris with more than 25 years of experience. Through venture and seed funds, Innovacom is an active early stage investor delivering new technologies, hardware and software products, services and content to corporations or consumers. Innovacom is dedicated to bringing disruptive digital innovations in all the sectors of the economy.

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