

DATE

July 20, 2011

SECTORS

Technology & Software

DEAL TYPE

Private Capital

DEAL TEAM**Matt Fiore**

Managing Director

DC Advisory advised Razorsight on its \$12 million additional funding from new investors



Razorsight Corporation, the industry leader of cloud-based Profit Analytics solutions for Communications Service Providers (CSPs), today announced it has secured up to \$12 million in additional funding from new investors. This Series B round brings the company's total capital raised to more than \$37 million. Razorsight will use the funding for international growth and continued product innovation. DC US acted as financial advisor to Razorsight in this transaction.

The new investors include Toronto based Georgian Partners and Durham based Square 1. The Series B round is led by Georgian Partners.

"We're excited to add a strong team of new financial partners," said CEO Charlie Thomas. "Sierra Ventures has been a great partner and their increased equity coupled with the new investment gives us a world class team to support our continued growth. Georgian is led by an impressive team of entrepreneurs, and we really like their deep domain and operational expertise in analytics and enterprise software."

Razorsight has enjoyed strong momentum with its new Profit Enhancement Center integrated applications suite that provides Business Intelligence, Workflow Automation, and Business Assurance applications including Cost Management, Inventory Cleanse, Usage Analytics, Wholesale Bill Assurance, and Mobile Backhaul Management. Razorsight has now worked with over 75 of the leading Communications Services Providers in the world. "Our innovative, cloud-based suite of applications have gained broad acceptance and play a key strategic role across the communications services provider landscape," added CTO Suren Nathan.

"We're impressed by the Razorsight team, their customers and the solutions they've developed," said Simon Chong, Managing Director Georgian Partners. "Razorsight's advanced analytics drive business optimization, increasingly in real time."

Simon Chong will join Razorsight's Board of Directors.