

Cloud telephony service Natterbox raises £7.5M

Natterbox, a leading provider of global voice cloud services, has secured £7.5M of growth equity funding from the Development Capital team at Octopus Investments.

Temps de lecture : minute

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Founded in 2010 by Neil Hammerton, Natterbox is the world's first global business phone system managed entirely within Salesforce. The platform enables companies to revolutionise interactions with customers over the phone enabling them to accelerate productivity, be more data-driven and offer a more streamlined, and personalised customer experience.

In 2019, the company doubled its client portfolio and expanded its relationships with several existing clients such as Fruit of the Loom, Groupon and Virgin Wines. With this funding, Natterbox will support its continued global expansion, strengthen its sales and marketing operations, and further invest in its rapidly growing customer success and product development teams.

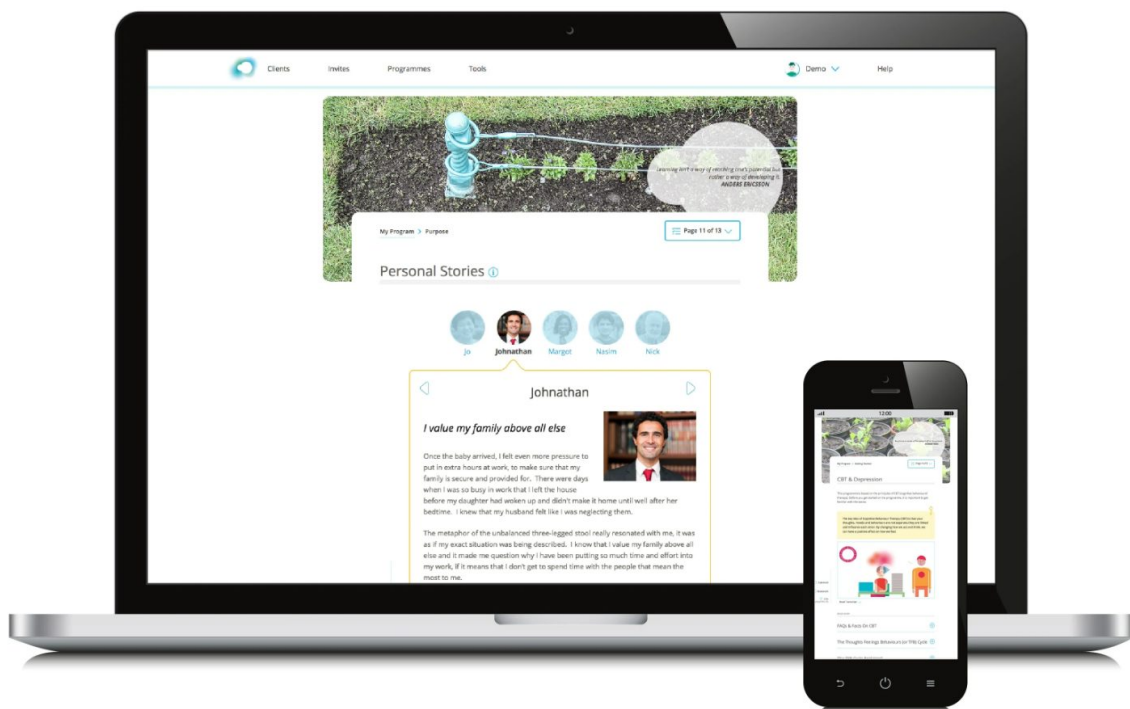
“We’re on a big growth trajectory; last year was the best one yet for Natterbox. Our updated product suite alongside the increased reliance on virtual communication puts us in an extremely

strong position for the years ahead. At the heart of our success is our dedication to working alongside our customers as a partner, and this is more important now than ever as they rapidly evolve how they engage with their customers over the phone. This funding round is a validation of that commitment and it will enable us to expand our business operations and offer new, enhanced products and services that continue to drive new standards in customer experience.” - Neil Hammerton, CEO and Co-Founder of Natterbox

Since its investment in 2018, Natterbox has grown significantly, opening offices in both Sydney and Chicago. The company also launched its Freedom interface, which gives users the ability to work from anywhere, on any device they want.

“Since our initial investment into Natterbox two years ago, we have been very impressed by the management team’s ability to scale the business and deliver on its growth objectives whilst still maintaining its focus on customer care, innovation and culture. We believe there remains a large global market to go after, and Natterbox is perfectly primed to build on its successes to-date. We look forward to supporting Natterbox on the

next stage of its exciting journey.” - Richard Court, Head of Development Capital at Octopus Investments said:



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