



# Venture Capital Funding Quarterly

## **Telecom • Wireless Mobile • Communications**

1<sup>st</sup> Quarter, 2014 – North America

Published by: [VentureDeal](#)

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## Summary

Telecommunications, Wireless, Mobile and Communications technology startups raised \$1.1 billion during 1Q 2014, an increase of 95% vs. the previous quarter. 93 companies received funding, representing a 26% decrease from the previous quarter.

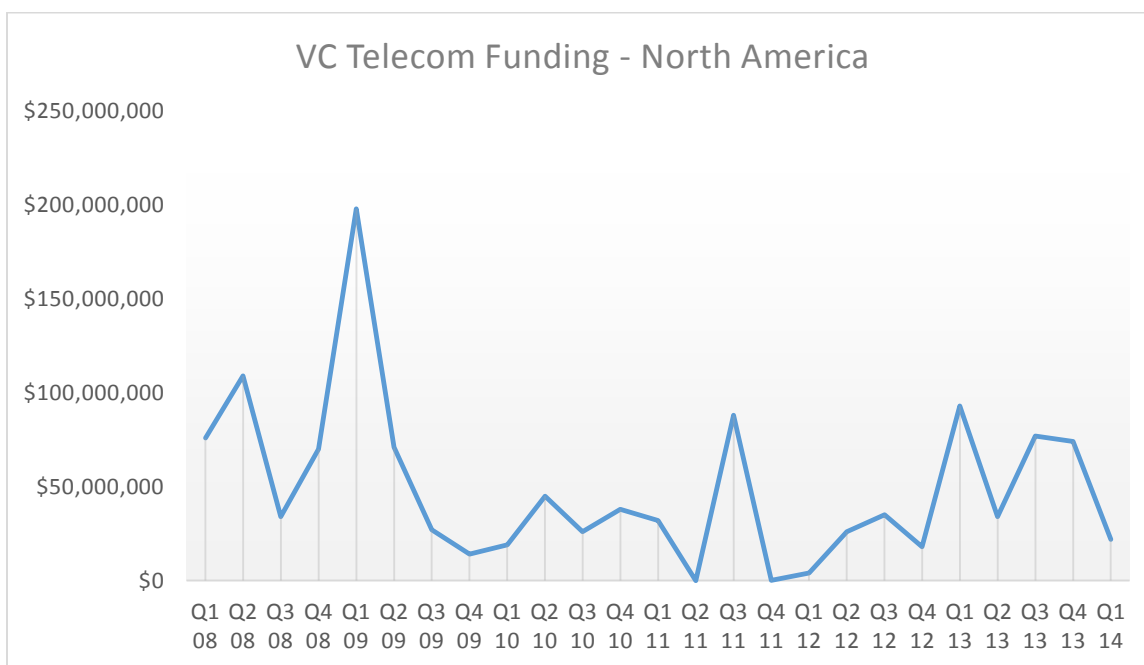
Only the Mobile and Communications sectors posted an increase in quarterly funding results. Telecom and Wireless sectors showed decreases in aggregate funding amounts and the number of companies receiving funding during the quarter.

## Funding Activity

### Telecom

The Telecom sector continued its previous quarterly decrease in funding, with 6 companies receiving only \$22 million, a 70% decrease in line with the continuing generally low-level funding trend since 2009.

**Chart 1 - Telecom Funding**



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Boston, Massachusetts-based [Layer3 TV](#) raised \$21 million out of the \$22 million total for its Series A funding round. Layer3 says that it is a next-generation cable provider for home media combining the best of television, social and digital life. Investors in the round included notable Massachusetts-based venture capital firm [North Bridge Venture Partners](#). The company did not disclose how it would use the funding proceeds.

## Wireless

5 Wireless technology companies raised \$36 million during the quarter, a decrease of 71% in dollar volume along with a significant decrease in the number of companies receiving funding.

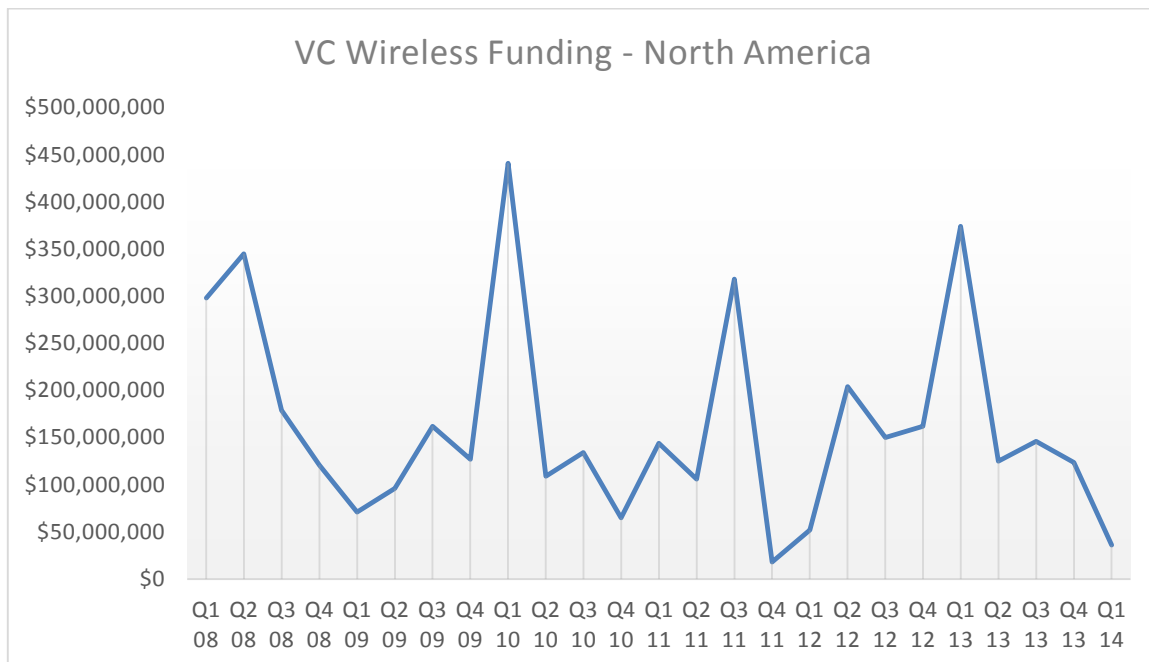
The largest funding round during the quarter was \$30 million for the Series D institutional financing for [Airspan Networks](#) from undisclosed investors. Airspan provides a variety of wireless broadband solutions to Internet service providers, carriers and vertical market segments such as smart grid, public safety, transportation and oil & gas.

In the wireless sensor space, Chattanooga, Tennessee-based [Variable](#) raised \$250,000 from undisclosed investors. Variable makes "NODE" sensors that are available for anyone to purchase an interface with their smart device(s). Proceeds purposes from the financing were not disclosed by the company.

Santa Clara, California-based [Stoke](#) secured \$2.6 million in financing, according to an SEC regulatory filing. The company has created the Stoke Session Exchange (SSX) technology that it says is the industry's first multi-access convergence gateway for the stateful management of thousands of secure subscriber sessions over multiple network access types. Stoke was still seeking \$2.3 million in additional financing as of the filing date, 1/31/2014.

## **Chart 2 - Wireless Funding - See Next Page**

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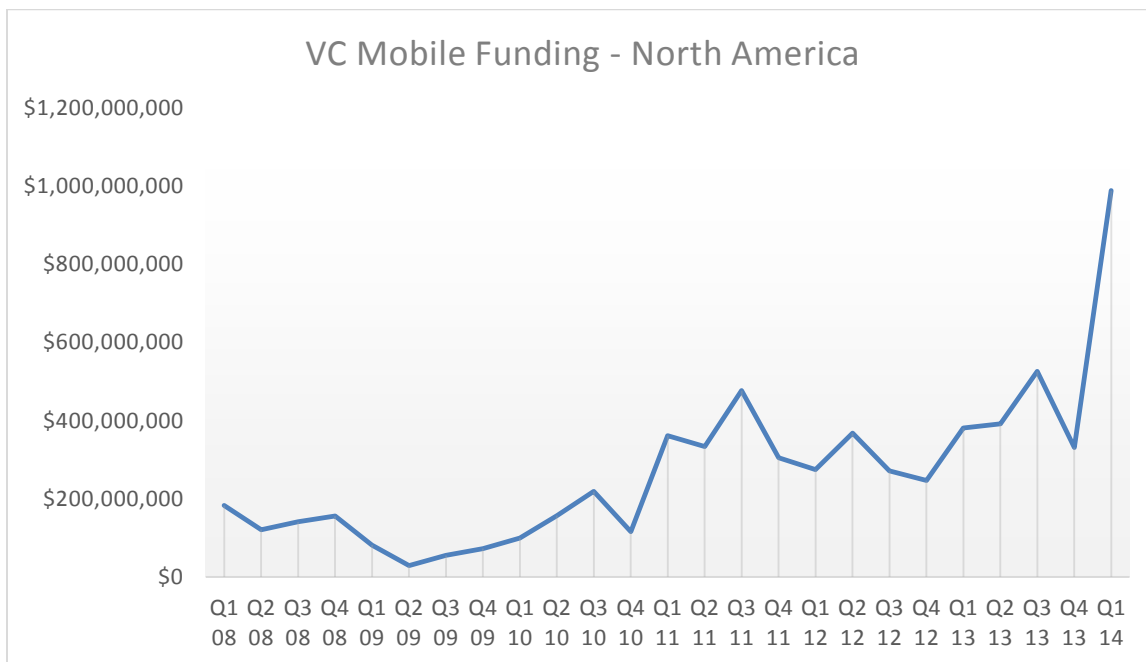
## Mobile

The Mobile sector reversed its previous quarterly funding decrease trend, with 74 companies securing \$989 million in new funding, representing a 198% increase in funding amounts versus the previous quarter. However, the number of companies funded decreased by 22%.

Mountain View, California-based [Tango](#) raised a \$280 million financing round from investors including Chinese technology giant [Alibaba](#). Tango has developed technology that “enables anyone with an iPhone or Android phone to make free mobile video calls over 3G, 4G or Wi-Fi to their friends and family around the world.” Although there was no China-specific partnership officially announced, the Alibaba connection should help boost the company’s penetration efforts in Asia.

At the seed stage, Menlo Park, California-based [OneFold](#) landed \$400,000 for its technology that it hopes will disrupt the mobile and Internet of Things data analysis space. Investors in the round included Accelerator [9+](#) and other undisclosed investors.

**Chart 3 - Mobile Funding**



## Communications

The Communications sector raised \$52 million between 8 companies during the quarter, representing a significant increase in amounts funded among the same number of companies versus the previous quarter.

Menlo Park, California-based [GuideSpark](#) garnered \$15 million in its Series B financing round from investors led by [New Enterprise Associates](#). The company has developed a video-based employee communications technologies and says it plans to use the new capital to hire sales and marketing talent and develop an analytics platform.

**Chart 4 – Communications Funding Next Page**

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### Chart 4 – Communications Funding

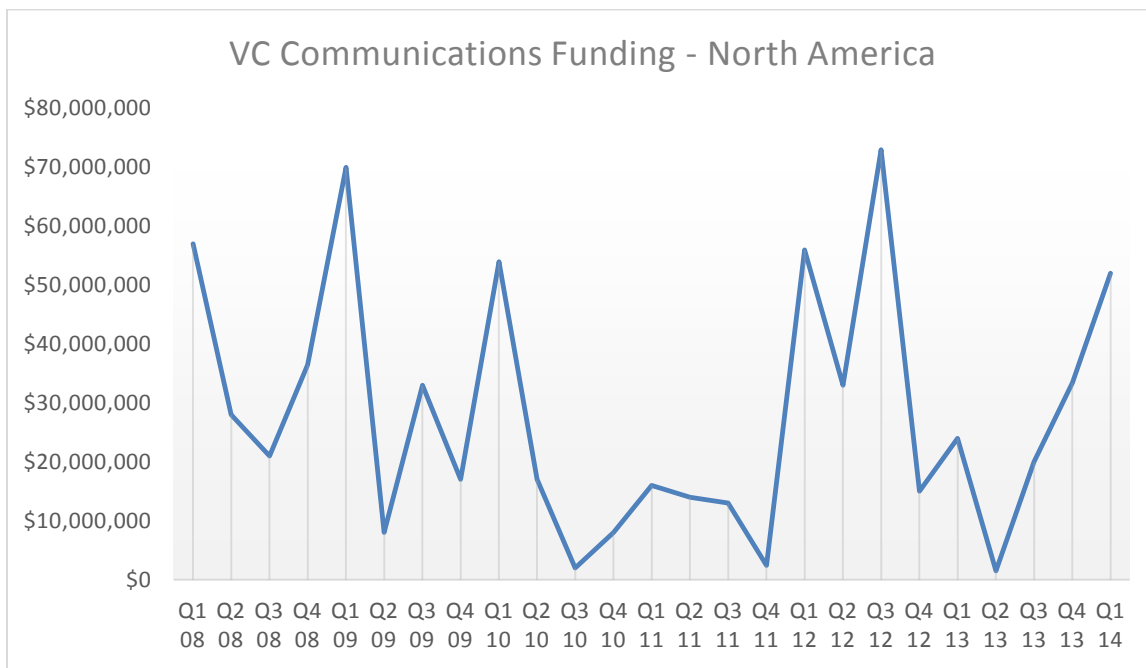


Table 1

### Venture Funding Activity – 1<sup>st</sup> Quarter 2014

Industry	Total Disclosed Funding	% Change Vs. Prior Quarter	Number of Companies Funded	% Change vs. Prior Quarter
Telecom	\$22 million	- 70%	6	--
Wireless	\$36 million	- 71%	5	- 71%
Mobile	\$989 million	+ 198%	74	- 22%
Communications	\$52 million	+ 58%	8	--
<b>Total</b>	<b>\$1.1 billion</b>	<b>+ 95%</b>	<b>93</b>	<b>- 26%</b>

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## Notes

This report was prepared by the staff of VentureDeal, LLC.

The information source used was the [VentureDeal.com](http://VentureDeal.com) database. VentureDeal is a venture capital database that provides the latest information about venture-backed technology companies, venture capital firms and transactions in the United States.

The database obtains transaction and company information from a wide variety of reputable public and private sources. While this report is free of charge, users may view the individual transactions supporting the totals herein by subscribing to VentureDeal.

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