

07 February 2017

Datagate appoints business development manager

AUCKLAND. New Zealand cloud software start-up Datagate Innovation Limited has appointed telco expert Julian Rivers-Smith as a Business Development Manager.

For customers including a network of Spark resellers and one of New Zealand's largest IT services companies, Datagate's cloud billing solution provides online billing, reporting and customer self-service for usage-based services.

Julian Rivers-Smith has over a decade of experience in the New Zealand telecommunications industry. He joins Datagate from an independent contracting role managing 2talk, an early stage telco provider started by CallPlus founder Malcolm Dick and Ray Jackson. He was one of the original staff at 2talk, looking after account management, building up its reseller channel and designing VoIP, Fibre and WAN solutions for customers.

Datagate is hiring salespeople after raising more than a million dollars in fresh capital last year, says CEO Mark Loveys.

"This new appointment is part of our broader growth strategy for the New Zealand and North American markets," he says.

"Julian has strong relationships throughout the New Zealand telco reseller market. He has the sales and technical expertise to accelerate customer acquisition in what is fertile ground for us. We now have a base of happy customers to prove that we save them significant costs, while offering them new recurring sales opportunities and solving the difficult challenges of metered billing. There is huge headroom for growth in New Zealand and overseas."

Formerly a wholly-owned division of NZAX-listed Enprise Group (ENS), in 2015 Datagate was established as a joint venture between Enprise Group and new investors, including the Ice Angels, NZVIF, Flying Kiwi Angels and Datagate management. First round seed funding of \$1.46 million was raised and a separate board established, BankLink founder Malcolm McDonald joined the board as a director, Dr Jens Neiser was appointed chairman and Enprise CEO & co-founder Mark Loveys was appointed CEO. At the end of 2016, a second seed capital round was oversubscribed, raising over \$1 million and adding Enterprise Angels as a new investor and Arron Patterson (the Asia-Pacific-Japan CTO of Dell-EMC) as a non-executive director.

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About Enprise Group

Listed on the New Zealand Stock Exchange Alternative Market (NZAX) on 1 December 2014, Enprise Group (ENS) has two operating divisions: Enprise Solutions and joint venture Datagate Innovation Ltd.

Enprise Solutions is a cloud business software company that is the leading trans-Tasman provider of solutions based on the MYOB EXO and MYOB Advanced software platforms. Enprise Solutions offers cloud options for every piece of software it sells, including a broad range of companion products to extend the power of the MYOB Advanced and MYOB EXO platforms. The company supports around 750 MYOB EXO and MYOB Advanced customers across Australia and New Zealand.

Datagate Innovation Ltd provides online billing and reporting solutions for businesses that resell services and bill according to subscription and/or usage.

Datagate opens up new recurring revenue opportunities for resellers of telco, utilities and managed services by allowing them to sell, price and invoice their customers for a wide range of services – including telephony, internet, electricity and software – on a single invoice under their own branding.

Datagate's friendly and intuitive "white labelled" self-service portal reduces time and cost for both the customer and the service provider. Datagate features a customer self-service portal where customers can log in to view and analyse consumption data, as well as view and pay invoices online.

Datagate's largest shareholder is Enprise Group (NZAX: [ENS](#)) with the balance privately held.

Visit <http://www.datagate-i.com/> to see Datagate at work.

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Released by Sayle Noble & Associates on behalf of Datagate Innovation Ltd. For more information please contact Datagate CEO Mark Loveys: tel +64 275 971 889, email mark.loveys@datagate-i.com; or Caroline Sayle: tel +64 9 307 8450, email caros@noble.co.nz