

# Globalive Technology Subsidiary Neighbor Billing Launches Innovative Bundled Billing and Customer Lifecycle Management Software Platform

*Neighbor's software platform consolidates utility services into a single bill to reduce overhead costs and enhance customer experience*

*Sponsor Energy to debut Neighbor platform to tens of thousands of customers in Alberta*

*Neighbor addresses a North American deregulated utilities market estimated to be worth more than \$2 billion*

TORONTO, Jan. 15, 2019 /CNW/ - Globalive Technology Inc. ("the Company") (TSX-V: LIVE) is pleased to announce its joint venture Neighbor Billing Inc. ("Neighbor") has launched Neighbor, a unified billing and customer lifecycle management solution for utilities providers. This subscription-based platform allows companies to bundle multiple services such as electricity, gas, cable and internet into a single bill for their customers. This enables utilities to rapidly expand their service portfolio and offer households an easier way to manage their bills.

As of today, Neighbor is in active beta with its first client, Sponsor Energy ("Sponsor"), a fast-growing and socially-conscious energy retailer with tens of thousands of customers. The platform enables Sponsor to expand its service offerings to include cable and DSL internet as well as IPTV as part of a consolidated bill for its customers. It also provides the company with a unified customer management system for its administrative team.

"Today's tech-savvy consumers demand service that's quick and convenient," said Anthony Lacavera, Chief Executive Officer of Globalive Technology. "Neighbor offers utilities a powerful means of simplifying the billing process in a way that helps build positive associations with utility brands and drives customer loyalty."

"We're excited to add Neighbor to our customer management ecosystem," said Carolyn Martin, Chief Executive Officer of Sponsor Energy. "We believe consolidated billing will help us stand out among our competitors and connect with our customers in a friendlier way as we rapidly grow our business."

Neighbor Billing's unified billing and customer management platform addresses a deregulated North American utilities market valued at more than \$2 billion. The Company's client-centric software platform will expand to further integrate with utilities' existing billing modules, enabling clients to manage administrative functions such as pricing, packaging, promotion, metering, billing and accounting all in one place and reduce their administrative expenses. Consolidated bills are easy for customers to understand and allows them to minimize interaction with separate utility providers, which saves them time and money.

Neighbor Billing is a joint venture between Globalive Technology and Sponsor. Globalive Technology software engineers designed and built the Neighbor platform in consultation with Sponsor's product feedback, market expertise and need for a multi-service billing platform.

"Having both built and implemented enterprise billing systems, I understand the importance of having a platform that is flexible and grows with the business," said Bhavin Shah, Chief Technology Officer of Globalive Technology. "With Neighbor, billing is just one function of the overall customer lifecycle

management system and the solution easily integrates with other processes."

The joint venture has established a pipeline of utility service retailers as potential customers of the platform. Further customer announcements to follow.

### **About Neighbor Billing**

Neighbor Billing develops billing and customer lifecycle management software for utilities providers around the world. The company's flagship platform is Neighbor, a billing and customer lifecycle management solution that simplifies billing for utilities by consolidating multiple services such as electricity, gas, home phone and internet into a single bill. Neighbor Billing is a joint venture between Globalive Technology and Sponsor Energy. For more information, visit [www.goneighbor.com](http://www.goneighbor.com).

### **About Globalive Technology**

Globalive Technology is a next generation software company and venture partner developing innovative solutions to disrupt traditional industries by leveraging artificial intelligence and machine learning technology stacks, with a particular focus on delivering innovative payment, billing and credit solutions. Globalive Technology is controlled by Globalive Capital Inc., which has founded and co-founded 12 businesses over the past 20 years with six successful exits ranging from \$10M to \$1.3B USD. It has also made over 100 venture investments and has over 45 technology companies in its portfolio. For more information, visit [www.globalivetech.com](http://www.globalivetech.com).

### **About Sponsor Energy**

Sponsor is one of the fastest growing and most socially-conscious retailers in North America. They offer ultra-competitive pricing on electricity, natural gas, internet services, phone and cable to residential, small business and commercial clients as well as energy management for power intensive operations such as cannabis growing operations and crypto mining operations globally. Sponsor's unique business model allows customers to "use their power for good" by turning a grudge purchase into a benefit for the community. For every kilowatt hour of power or gigajoule of natural gas used by its customers, Sponsor Energy donates 50% of its profits to the charity chosen by that customer and has partnered with charities such as homeless shelters, food banks and animal welfare organizations to help empower their efforts to change the world. For more information, please visit [www.sponsorenergy.com](http://www.sponsorenergy.com).

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### **CAUTION REGARDING FORWARD-LOOKING INFORMATION**

*This news release contains forward-looking statements relating to Globalive Technology Inc., Sponsor Energy, Neighbor Billing (its joint venture with Sponsor Energy) and Neighbor Billing's unified billing and customer management software platform, and other matters, including its and their products and services, financial performance, and existing and future technologies. Such forward-looking statements are identified by terms such as "will", "believe", "to follow", and similar expressions. All statements, other than statements of historical fact included in this release, including those noted above, are forward-looking statements that involve risks and uncertainties. There can be no assurance that such statements will prove to be accurate and actual results and future events could differ materially from those anticipated in such statements. Important factors that could cause actual results to differ materially from expectations include an inability to develop*

*technology as expected, not performing in accordance with expectations or historical trends, software not functioning as expected, difficulties or delays in developing the software, third parties not using or responding to the software as expected, competitors operating in the same spaces or industries, economic conditions making the technologies or licenses not as attractive as expected, whether Neighbor Billing's consolidated billing will help Sponsor Energy stand out among competitors and connect with customers in a friendlier way and whether Neighbor Billing's client-centric software platform will expand to further integrate with utilities' existing billing modules, enabling clients to manage various administrative packages.*

*The reader is cautioned that assumptions used in the preparation of any forward-looking information may prove to be incorrect. Events or circumstances may cause actual results to differ materially from those predicted as a result of numerous known and unknown risks, uncertainties, and other factors, many of which are beyond the control of Globalive Technology, Sponsor Energy and Neighbor Billing. There can be no guarantee that any of the forward-looking statements contained in this press release will occur as disclosed herein or at all. The reader is cautioned not to place undue reliance on any forward-looking information.*

*Such information, although considered reasonable by management at the time of preparation, may prove to be incorrect and actual results may differ materially from those anticipated. Forward-looking statements contained in this news release are expressly qualified by this cautionary statement. The forward-looking statements contained in this news release are made as of the date of this news release and the Company will only update or revise publicly the included forward-looking statements as expressly required by Canadian securities law.*

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