triPica secures €12.4 million investment from TiLT Capital to breach billing bottleneck holding back Europe's energy transition

The Paris-based CRM and billing platform provider for energy suppliers and telecom operators will grow its energy business in Germany and Italy, double its team and put AI to work on the most time-consuming operator tasks.

Paris, 10 November 2026. triPica, the CRM and billing platform provider for energy suppliers and telecom operators, today announced a €12.4 million investment from TiLT Capital Partners, the energy transition investment platform of the Siparex Group.

New energy offers end up as billing problems

As the energy transition gathers pace, suppliers are having to bring an ever-growing range of products and services to market, from dynamic tariffs and solar self-consumption offers to EV charging and demand flexibility programmes. Most are still running customer and billing systems built for a world of single regulated tariffs, where every new offer requires months of IT work and bespoke development. Telecom operators face much the same challenge when launching a digital brand, a convergent bundle or a usage-based plan.

triPica replaces these systems with a single cloud platform covering the full customer lifecycle, from product catalogue and subscription to billing, payment and customer service. Operators can launch the offers their legacy systems could not support, and bring them to market in weeks rather than months.

Ten years of production with energy and telecom operators

Founded in 2016 by Mathieu Horn, Walid Bounar and Christophe Ruzé, triPica serves energy suppliers in France, Germany and Italy, including Primeo Energie and Gaz Européen, and telecom operators in Europe, the Americas and Asia, including Bouygues Telecom, Digicel and CelcomDigi. Many of them came from legacy systems: triPica has built a proven approach to migrating customer bases, contracts and billing history without disrupting operations, which removes the main obstacle that keeps operators locked into their old platforms.

This dual footprint is triPica's edge. Energy is moving towards the models telecom operators have mastered for years: offers billed on actual consumption, usage-based pricing, bundled services and frequent launches. triPica brings that telecom billing expertise to energy suppliers, a combination no specialist of either sector can offer.

What the investment will fund

- Energy: accelerating triPica's development in Germany and Italy, alongside France, with other European countries to follow.
- Telecom: the segment remains at the core of triPica's model, and the company will keep investing in it with its operator customers in Europe, the Americas and Asia.
- AI: putting artificial intelligence to work on the day-to-day tasks of operators' billing and customer teams, with tangible gains in speed and reliability.

"Every new energy offer, a dynamic tariff, a self-consumption contract, an EV charging plan, eventually becomes a billing problem," said Mathieu Horn, co-founder and CEO of triPica. "Suppliers have no shortage of ideas. What slows them down is a customer and billing system built for a market that no longer exists. We built triPica so that an operator can launch that offer in weeks. With TiLT, we will take it to more operators across Europe and use AI where they lose the most time today."

"The energy transition will not be won on generation assets alone," said Nicolas Lepareur, Co-founder & Managing Partner of TiLT Capital Partners. "It also depends on suppliers being able to offer the tariffs and services that make flexibility, self-consumption and electric mobility worth adopting for their customers. triPica removes a bottleneck that is too often overlooked: the systems behind those offers. Its ten years of production with demanding energy and telecom operators convinced us that it can become the European reference in this field."

triPica will be at Enlit Europe in Vienna from 10 to 12 November 2026, at stand B.g120 (Hall B).

About triPica

triPica is a cloud-native CRM and billing platform provider for energy suppliers and telecom operators. It covers the full customer lifecycle, from product catalogue and subscription to billing, payment and customer service, and lets operators launch new offers in weeks. Founded in Paris in 2016, triPica employs 80 people and serves energy and telecom operators in Europe, the Americas and Asia, including Primeo Energie, Gaz Européen, Bouygues Telecom, Digicel and CelcomDigi. www.tripica.com

About TiLT Capital Partners

TiLT Capital Partners was founded by Nathanaël Krivine, Nicolas Lepareur, and Nicolas Piau as an entrepreneurial private equity initiative. With a team of ten investors, TiLT focuses exclusively on the energy transition. Convinced that the energy transition and responsible investment go hand in hand, TiLT links its remuneration to the ESG performance of its portfolio companies. TiLT manages a €340 million fund and currently supports 11 high-growth European SMEs.

Since 2021, TiLT has been the energy transition platform of the Siparex group, an independent French private equity specialist with €4.5 billion in assets under management. From start-ups to ISEs,

it finances and provides backing for great entrepreneurial adventures through its different business lines: Private Equity, Venture Capital (XAnge) and Private Debt.

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