We raised $12M (10M€) to build simple, powerful software for small teams.

Today we are excited to announce… a $12M Seed round led by Base10 and Lightspeed Venture Partners.

We're also thrilled to share that Allo (AI phone system), our first app for small teams, has officially reached 5,000 businesses and that we will now expand our AI suite with Due (invoicing) and Claim (expense management) to solve every boring business problem, one at a time.

The Mobile-First Company closed a €10M Seed round led by Base10 Partners and Lightspeed Venture Partners, with support from senior operators across top AI companies under confidentiality terms. The company is relocating its headquarters to Miami, Florida and plans to hire more than 30 people in Miami or remotely.

The Mobile-First Company builds an integrated suite of mobile apps for small teams. Its first product, Allo, is an AI phone system now used by 5,000 businesses across the world, with

strong traction in the United States. Since January 2025, revenue and usage have grown 50 percent month over month.

The round fuels the launch of **two new products** that extend everyday workflows beyond calls:

- **[Allo](#)** — the company's first product, an AI phone system already used by 5,000 businesses worldwide. Allo automates call notes, powers AI receptionists, and connects conversations to the tools teams use every day.

- **Due** — an AI invoicing app that creates, sends, and reconciles invoices directly from a phone.

- **Claim** — an AI expense management app that captures receipts, categorizes spend, and prepares reports in seconds.

"Small teams know AI can help, but most tools feel built for big companies or engineers," said Jérémy Goillot, CEO. "Allo proved that AI belongs inside the tools people open all day. Calls, invoices, expenses. If Allo is our A, we plan to work through the alphabet of problems that slow teams down."

Customers use Allo for concrete wins. Sales teams sync call outcomes to their CRM without manual work. Auto and bike repair shops route missed calls to an AI agent that answers and books appointments. Michelin-starred restaurants confirm guests and send details by SMS so service runs smoothly.

> "We had been using outdated software for so long that moving to Allo felt like upgrading from Windows 98." said Bernard, MD of Le Wagon.

> "The product is intuitive and self-serve. We started with a few seats and finished with 35 people asking for a license. Everyone got hooked on Allo," said the owner of Morning Coworking.

> *"The Mobile-First Company is on a mission to empower small teams and SMBs with the tools they need to excel, anytime, anywhere. In today's fast-paced world, the only constant companion for these professionals is their phone. What sets them apart is their intuitive, AI-driven approach that seamlessly integrates into existing workflows, making it an invisible force that just works. Their customers don't choose them because they use AI; they choose them because their solutions solve problems and boost productivity effortlessly. The AI is not the selling point, it's the magic behind the scenes that enables their customers to do more, without even realizing it."* - Antoine Moyroud, Partner, Lightspeed Venture Partners

> "Jérémy and his team are building the AI-native operating system for Main Street: software that actually meets small business owners where they are — on their

phones, not behind a desk. By turning every call into actionable data and automating everyday workflows, the Mobile-First Company is redefining how SMBs sell, communicate, and grow. We're thrilled to partner with the team as they build intuitive, powerful software for teams on-the-go." - Rexhi Dollaku, General Partner, Base10 Partners

About The Mobile-First Company

The Mobile-First Company builds an AI suite for small teams that runs on the phone they already use. Founded by CEO Jérémy Goillot and CTO Franco Pinto, the company is backed by Base10 and Lightspeed. Learn more at themobilefirstcompany.com