



OpenGov raises \$51M to boost its cloud-based IT services for government and civic organizations

Ingrid Lunden @ingridlunden / 6:55 am EDT • September 3, 2019



[OpenGov](#), the firm co-founded by Palantir's Joe Lonsdale that helps government and other civic organizations organise, analyse and present financial and other data using cloud-based architecture, has [raised another big round](#) of funding to continue expanding its business. The startup has picked up an additional \$51 million in a Series D round led by Weatherford Capital and 8VC (Lonsdale's investment firm), with participation from existing investor Andreessen Horowitz.

The funding brings the total raised by the company to \$140 million, with [previous investors](#) in the firm [including](#) JC2 Ventures, Emerson Collective, Founders Fund and a number of others. The company is not disclosing its valuation — although we are asking — but for some context, [PitchBook](#) noted it was around \$190 million in its last disclosed round — although that was in 2017 and has likely increased in the interim, not least because of the startup's links in high places, and its growth.

On the first of these, the company says that its board of directors includes, in addition to Lonsdale (who is now the chairman of the company); Katherine August-deWilde, Co-

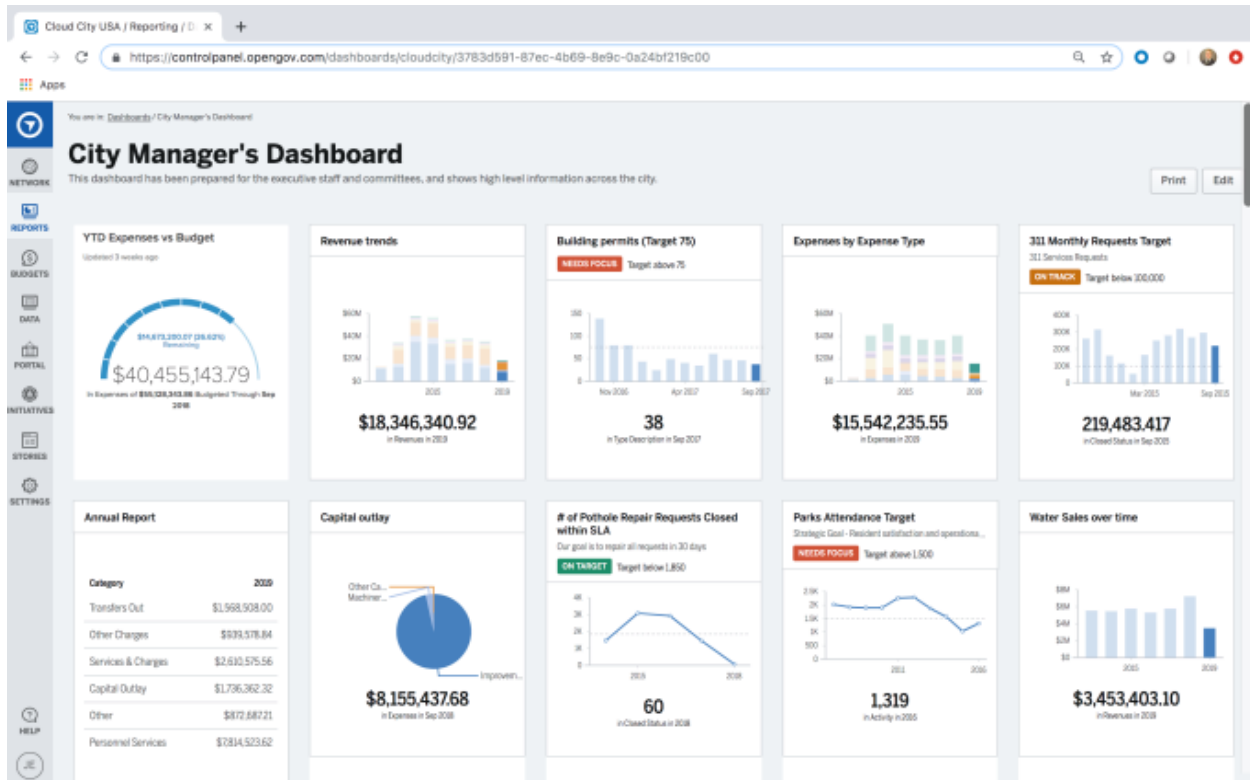


Founder and Vice-Chair of First Republic Bank; John Chambers, Founder and CEO of JC2 Ventures and Former Chairman and CEO of Cisco Systems; Marc Andreessen, Co-Founder and General Partner of Andreessen Horowitz; and Zac Bookman, Co-Founder and CEO of **OpenGov**.

And in terms of its growth, OpenGov says today it counts more than 2,000 governments as customers, with recent additions to the list including the State of West Virginia, the State of Oklahoma, the Idaho State Controller's Office, the City of Minneapolis MN, and Suffolk County NY. For comparison, when we wrote in 2017 about the [boost the company had seen](#) since Trump's election (which has apparently seen a push for more transparency and security of data), the company noted 1,400 government customers.

Government data is generally associated with legacy systems and cripplingly slow bureaucratic processes, and that has spelled opportunity to some startups, who are leveraging the growth of cloud services to present solutions tailored to the needs of civic organizations and the people who work in them, from city planners to finance specialists. In the case of OpenGov, it packages its services in a platform it calls the OpenGov Cloud.

“OpenGov’s mission to power more effective and accountable government is driving innovation and transformation for the public sector at high speed,” said OpenGov CEO Zac Bookman in a statement. “This new investment validates OpenGov’s position as the leader in enterprise cloud solutions for government, and it fuels our ability to build, sell, and deploy new mission-critical technology that is the safe and trusted choice for government executives.”





It's also, it seems, a trusted choice for government executives who have left public service and moved into investing, leveraging some of the links they still have into those who manage procurement for public services. Weatherford Capital, one of the lead investors, is led in part by managing partner Will Weatherford, who is the former Speaker of the House for the State of Florida.

“OpenGov’s innovative technology, accomplished personnel, market leadership, and mission-first approach precisely address the growing challenges inherent in public administration,” he said in a statement. “We are thrilled at the opportunity to partner with OpenGov to accelerate its growth and continue modernizing how this important sector operates.”

It will be interesting to see how and if the company uses the funding to consolidate in its particular area of enterprise technology. There are other firms like [LiveStories](#) that have also been building services to help better present civic data to the public that you could see as complementary to what OpenGov is doing. OpenGov has made acquisitions in the past, [such as Ontodia](#) to bring more open-source data and technology into its platform.