

Vistra and MobileIron

Find out how Vistra successfully helped MobileIron expand into 17 countries across Asia, the Middle East and Europe.

Client
MobileIron

Location
USA

Industry
Software

Background

MobileIron is a publically owned, global IT security platform based in Mountain View, California. In 2011, they turned to Vistra for support through a period of rapid global expansion. By leveraging a network of on-the-ground specialists in over 45 jurisdictions worldwide, Vistra successfully helped MobileIron expand into 17 countries across Asia, the Middle East and Europe. With our continued support, MobileIron grew from an annual turnover of US \$20 million to \$200 million and achieved market capitalisation of over US \$0.5 billion.

Challenges

One of the primary challenges MobileIron faced was access to the internal resources required to manage an expansion of this size while maintaining ongoing operations. In order to successfully expand into multiple jurisdictions within a short time-frame, MobileIron needed a partner that could provide an established team in each new market, so they could effectively localise their business strategy and ensure compliance with all local rules and regulations. Because MobileIron manages business critical data across corporate IT networks, it was also crucial that they select a partner with the expertise necessary to mitigate risk from security breaches, viruses, business continuity issues and varying regulatory standards and compliance requirements.

Solutions

To help MobileIron establish operations in multiple jurisdictions within a short timeframe, we worked diligently to setup, structure and manage the statutory, regulatory and legal obligations in each new market to ensure compliance with all local laws and filing requirements.

With the proper infrastructure in place to support MobileIron's growing operations, our next goal was to alleviate the administrative burden and costs associated with managing multiple service providers and cross-border transactions. To accomplish this, we established ourselves as an extension of their in-house accounting team, so we can efficiently deliver management accounting and transactional payment support across all existing legal structures.

Benefits

- Achieve faster speed-to-market
- Reduce administrative burden and costs associated with processing a high volume of cross-border transactions
- Reduce risk and ensure compliance across multiple jurisdictions
- Optimise global operational efficiencies

Get in touch

For more information visit our website www.vistra.com

"Vistra really understands the nature of our business and what we need in order to manage risk and expand our operations, and have supported MobileIron throughout a period of major growth. Working with a partner to run our back office helps us to focus on delivering great products and services to our end clients."

17
Countries

\$180 million
Annual growth

\$0.5 billion
Market capitalisation