

CASE STUDY

Vistra enables MobileIron to enter into 17 new countries

Vistra successfully helped global software company expand into 17 countries across Asia, the Middle East and Europe.

The challenge

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.

Vistra's solution

Vistra worked 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.

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.



MobileIron is a publicly owned, global IT security platform based in Mountain View, California.

They turned to Vistra for support through a period of rapid global expansion.

Industry
Software

Location
USA, APAC, Europe





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

17

Countries

\$180 million

Annual growth

\$0.5 billion

Market capitalisation

“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.”

MobileIron

Working together to seize opportunity

vistra.com

About Vistra

At Vistra, we believe your business and your people can make a difference in the world. That's why our work is focused on helping our clients act with confidence and speed to seize opportunity wherever it arises. As a global corporate service provider and fund administrator with nearly 5,000 professionals in over 45 jurisdictions, we empower legal entities globally to work smarter, grow faster, act responsibly, protect capital and scale across borders – by doing what we do best: reducing risk and enhancing efficiency. Discover how we can help you and your business seize opportunity today by exploring our services at vistra.com.