

CASE STUDY

Vistra and ExaGrid: A truly global solution

Vistra partnered with ExaGrid to guide their entrance and maintain their presence in multiple jurisdictions, providing advice and services for payroll, tax, HR, compliance, annual returns, company secretarial and more.

The challenge

One of the main challenges ExaGrid faced was not having the local knowledge and in-house capabilities to meet all the requirements required when expanding into new markets.

They needed the right advice on how to enter and maintain presence in each market, including UK, Germany, Ireland, Israel, and other locations in Europe, Asia, and Middle East. They also had to ensure that payroll, HR, compliance, and auditing requirements were managed across all entities.

In particular, managing 20 global payrolls on a monthly basis was a huge undertaking. This could not be handled in-house – they needed the local expertise and the infrastructure to ensure this was delivered correctly and on time, and not many providers could handle the scale and complexity of this task.

Vistra's solution

Vistra determined what kind of entities and infrastructure ExaGrid needed in each market, and provided tailored advice and services in HR, payroll, tax (inc. transfer pricing), annual returns and company secretarial. Vistra also facilitated PEO (EOR) solutions, non-resident payroll (NRP), and in some cases provided full global entity management.

Vistra's single-provider, fixed-fee solutions delivered increased efficiency, reduced administrative burden, and ensured no surprises on cost. This has proved invaluable when managing complex requirements, such as global invoicing.

Through OverseasConnect (Vistra's cloud-based global operations platform), ExaGrid has access to data and functionality on payroll, HR, compliance and auditing, all through a single platform, which with 17 locations to manage, has been indispensable to ExaGrid's international operations.

EXAGRID

ExaGrid Systems, Inc. is a disk-based backup hardware company that was founded in 2002 and is headquartered in Westborough, Massachusetts, with several satellite offices throughout the United States, Europe and Asia.

Industry

IT Infrastructure and Cybersecurity

Location

Present in over 50 locations globally



Benefits

- Single-supplier solution
- Fixed fees
- Provided local knowledge and capabilities
- Greatly reduced administrative burden

15+

Markets entered

5

Full global entities managed

9

NRPs

6

PEOs (Employer of Record)

“Like many companies, our business is changing. So a one-size-fits-all approach to our expansion plans won’t work. Unlike other vendors who are experts in one area only, Vistra have expertise across a number of specialties. From entering a market quickly with EOR solutions, to establishing permanent establishment with HR operations, Vistra provide the right solutions at the right time, ensuring compliance at the highest standards.”

Craig Claflin
VP of Human Resources

Working together to seize opportunity

vistra.com

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 more than 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.