

Rimini Street Expands Latin America Operations with New Subsidiary in Mexico

Company already supports more than 100 clients with operations in Mexico

LAS VEGAS--(BUSINESS WIRE)--Jun. 6, 2019--[Rimini Street, Inc.](https://www.businesswire.com/news/home/20190606005069/en/) (Nasdaq: RMNI), a global provider of enterprise software products and services, the leading third-party support provider for Oracle and SAP software products and a Salesforce partner, today announced that it has expanded its Latin America operations with the launch of its new subsidiary, Rimini Street de Mexico, S. de R.L. de C.V., opening of its new office in Mexico City and hiring of staff. The Company's investment is in response to its growing client base with operations in Mexico and accelerating local demand for its portfolio of award-winning, ultra-responsive enterprise software support services.

This press release features multimedia. View the full release here: <https://www.businesswire.com/news/home/20190606005069/en/>

Rimini Street already supports more than 100 clients with operations in Mexico (Photo: Business Wire)

Mexico is Key Strategic Expansion in Latin America

With the second-largest economy in Latin America, Mexico is a key part of Rimini Street's strategic expansion plans in the region. The Company's team in Mexico will focus on supporting and expanding its growing list of more than 100 clients with operations in Mexico, from global organizations to local enterprises. To further bolster its capabilities in the country, the Company has hired new marketing, sales and service delivery engineers. Rimini Street Mexico will be led by [Edenize Maron](#), Rimini Street's general manager of Latin America who has overseen the Company's operations in the region since 2015 from the Company's Latin America regional headquarters in Sao Paulo, Brazil.

Helping CIOs Take Control of IT Roadmap

According to Gartner¹, ERP software revenue in Mexico is forecasted to grow to \$295.2 million in 2019, an 11.37% increase over 2018. CIOs in Mexico, like their counterparts around the world, must optimize IT spending, improve competitive advantage and drive growth. However, industry analysts maintain that for many organizations, as much as 90% of overall IT budgets are spent on daily operating costs, leaving as little as 10% of IT budgets to invest in strategic initiatives that create competitive advantage and enable growth.

Switching to Rimini Street support from software vendor support can significantly reduce the proportion of IT budget that is spent on daily operating costs, enabling organizations to reallocate much more of the IT budget for investments in innovation. Clients that switch to Rimini Street third-party support are also freed from the vendor-mandated roadmaps of expensive and recurring forced upgrades, migrations and vendor lock-in. With this shift, CIOs can take back control of their IT roadmap and investment strategy.

"Now, more than ever, CIOs in Mexico are challenged with optimizing their IT spend and investing more to drive competitive advantage and growth. Rimini Street has the products, services, strategies and experience to help Mexican organizations achieve these critical business goals," said Ms. Maron. "Today, we are already a trusted partner to more than 100 clients operating in Mexico who are leveraging a better alternative to high-cost, low-value SAP and Oracle support programs, and we are looking forward to helping many more Mexican organizations take the necessary steps that will put them back in control of their own IT roadmaps."

About Rimini Street, Inc.

Rimini Street, Inc. (Nasdaq: RMNI) is a global provider of enterprise software products and services, the leading third-party support provider for Oracle and SAP software products and a Salesforce partner. The Company has redefined enterprise software support services since 2005 with an innovative, award-winning program that enables licensees of IBM, Microsoft, Oracle, Salesforce, SAP and other enterprise software vendors to save up to 90 percent on total maintenance costs. Clients can remain on their current software release without any required upgrades for a minimum of 15 years. Over 1,850 global Fortune 500, midmarket, public sector and other organizations from a broad range of industries currently rely on Rimini Street as their trusted, third-party support provider. To learn more, please visit <http://www.riministreet.com/>, follow [@riministreet](#) on Twitter and find Rimini Street on [Facebook](#) and [LinkedIn](#). (IR-RMNI)

Forward-Looking Statements

Certain statements included in this communication are not historical facts but are forward-looking statements for purposes of the safe harbor provisions under The Private Securities Litigation Reform Act of 1995. Forward-looking statements generally are accompanied by words such as “may,” “should,” “would,” “plan,” “intend,” “anticipate,” “believe,” “estimate,” “predict,” “potential,” “seem,” “seek,” “continue,” “future,” “will,” “expect,” “outlook” or other similar words, phrases or expressions. These forward-looking statements include, but are not limited to, statements regarding our expectations of future events, future opportunities, global expansion and other growth initiatives and our investments in such initiatives. These statements are based on various assumptions and on the current expectations of management and are not predictions of actual performance, nor are these statements of historical facts. These statements are subject to a number of risks and uncertainties regarding Rimini Street’s business, and actual results may differ materially. These risks and uncertainties include, but are not limited to, changes in the business environment in which Rimini Street operates, including inflation and interest rates, and general financial, economic, regulatory and political conditions affecting the industry in which Rimini Street operates; adverse developments in pending litigation or in the government inquiry or any new litigation; the final amount and timing of any refunds from Oracle related to our litigation; our need and ability to raise additional equity or debt financing on favorable terms and our ability to generate cash flows from operations to help fund increased investment in our growth initiatives; the sufficiency of our cash and cash equivalents to meet our liquidity requirements; the terms and impact of our outstanding 13.00% Series A Preferred Stock; changes in taxes, laws and regulations; competitive product and pricing activity; difficulties of managing growth profitably; the success of our recently introduced products and services, including Rimini Street Mobility, Rimini Street Analytics, Rimini Street Advanced Database Security, and services for Salesforce Sales Cloud and Service Cloud products, in addition to products and services we expect to introduce in the near future; the loss of one or more members of Rimini Street’s management team; uncertainty as to the long-term value of Rimini Street’s equity securities; and those discussed under the heading “Risk Factors” in Rimini Street’s Quarterly Report on Form 10-Q filed on May 9, 2019, and as updated from time to time by Rimini Street’s future Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K, and other filings by Rimini Street with the Securities and Exchange Commission. In addition, forward-looking statements provide Rimini Street’s expectations, plans or forecasts of future events and views as of the date of this communication. Rimini Street anticipates that subsequent events and developments will cause Rimini Street’s assessments to change. However, while Rimini Street may elect to update these forward-looking statements at some point in the future, Rimini Street specifically disclaims any obligation to do so, except as required by law. These forward-looking statements should not be relied upon as representing Rimini Street’s assessments as of any date subsequent to the date of this communication.

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1Gartner, Inc. “Forecast: Enterprise Application Software, Worldwide, 2017-2023, 1Q19 Update.” March 25, 2019.

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Michelle McGlocklin
Rimini Street, Inc.
+1 925 523-8414
mmcglocklin@riministreet.com

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