

Rimini Street Creates Americas Theatre and Appoints New Leadership Team

New Theatre streamlines operations, provides an even more extraordinary client experience and will be led by Emmanuel Richard, Edenize Maron Gundim, Gala Lyne, and Rajib SenGupta

LAS VEGAS--(BUSINESS WIRE)--Mar. 2, 2022-- [Rimini Street, Inc.](https://www.businesswire.com/news/home/20220302005673/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 the Company has combined its North America and Latin America Theatres into a single Americas Theatre and new Theatre leadership team.

This press release features multimedia. View the full release here: <https://www.businesswire.com/news/home/20220302005673/en/>

Rimini Street Creates Americas Theatre and Appoints New Leadership Team(Graphic: Business Wire)

The new theatre will allow for streamlined operations as the Company grows, eliminating the need for role redundancies and creating more operating leverage on labor and infrastructure costs with growth in the years ahead – while delivering an even more extraordinary client experience. Rimini Street averages a client satisfaction rate of 4.9 out of 5.0 for cases and onboarding (where 5.0 is “excellent”).

Both North America and Latin America are significant growth engines for more than half of Rimini Street’s global revenue and an essential part of the Company’s growth strategy and investment plans. Clients will benefit from even easier access to the combined resources and capabilities of the single Americas Theatre.

“Combining our North American and Latin American Theatres into an Americas Theatre makes operational sense as we mature our global operating model for leverage and scale,” said [Gerard Brossard](#), Rimini Street chief operating officer. “Our clients with operations in the Americas will benefit from access to an even broader array of technology talent, capabilities and trusted relationships.”

New Theatre Leadership

Building on his demonstrated success leading North America, [Emmanuel Richard](#) has been appointed to lead the new Americas Theatre as senior vice president and general manager. Richard’s leadership responsibilities include the vision, strategy and execution to achieve the Theatre’s sales and client success targets for the entire Rimini Street portfolio of solutions across four Americas Regions – East, Central, West and Latam. Operations in the Theatre and Regions include marketing, demand generation, sales (new, cross-sale, and renewal), client success and extraordinary service delivery.

“The next phase of Rimini Street’s growth to billion-dollar annual revenue operations requires seasoned leaders who have the vision, focus, drive, and strategic and operational capability to deliver results - and Emmanuel has demonstrated he can deliver across all these attributes during his successful tenure leading the North America Theatre,” said Brossard. “Leveraging his leadership and proven success to fast-track sustainable growth across the entire Americas Theatre is the right and natural next step to capture the significant opportunities ahead.”

[Rajib SenGupta](#) was recently appointed group vice president and general manager of the Americas West Region. SenGupta is a proven and seasoned executive who comes to Rimini Street with 25 years of operational and leadership success and served in executive sales leadership roles at Adobe, HP and Egnyte. SenGupta is an executive who has led large-scale sales and marketing teams, combined with his proven enterprise software sales expertise in locally deployed, cloud-based and hybrid IT solutions.

“As we continue expanding our business to support ever-changing and diverse client needs, Rimini Street requires exceptional talent and proven leadership to meet our aggressive growth and client success goals, and Rajib has the right experience and operational capabilities,” said Richard.

[Edenize Maron Gundim](#) continues as group vice president and general manager of the Americas Latam Region, covering South America, Central America, Mexico, and Caribbean, and [Gala Lyne](#) continues as group vice president and general manager of the Americas East Region.

“Edenize is a proven executive leader who has delivered an amazing array of clients across just about every industry in her

Region – clients who continually rate their experience as extraordinary and demonstrate their satisfaction with contract extensions, expansions, and enthusiastic references for new prospective clients,” said Richard. “Gala is also a proven executive leader with substantial client wins, and who started her career at Rimini Street many years ago as one of the most successful account executives. Gala earned a promotion to Sales Director, then Sales Vice President and then most recently to group vice president and regional general manager.”

Rimini Street is in the process of selecting a new group vice president and general manager to lead the Americas Central Region, and Emmanuel Richard is the current acting Americas Central Region leader.

About Rimini Street, Inc.

Rimini Street, Inc. (Nasdaq: RMNI), a Russell 2000® Company, 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 offers premium, ultra-responsive and integrated application management and support services that enable enterprise software licensees to save significant costs, free up resources for innovation and achieve better business outcomes. To date, more than 4,400 Fortune 500, Fortune Global 100, midmarket, public sector, and other organizations from a broad range of industries have relied on Rimini Street as their trusted application enterprise software products and services 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, the impact of our credit facility’s ongoing debt service obligations and financial covenants and operational covenants on our business and related interest rate risk, the duration of and operational and financial impacts on our business of the COVID-19 pandemic and related economic impact, as well as the actions taken by governmental authorities, clients or others in response to the COVID-19 pandemic; catastrophic events that disrupt our business or that of our current and prospective clients, 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; 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, including under our new credit facility; our ability to maintain an effective system of internal control over financial reporting, and our ability to remediate identified material weaknesses in our internal controls, including in relation to the accounting treatment of our warrants; changes in taxes, laws and regulations; competitive product and pricing activity; challenges of managing growth profitably; the customer adoption of our recently introduced products and services, including our Application Management Services (AMS), Rimini Street Advanced Database Security, and services for Salesforce Sales Cloud and Service Cloud products, in addition to other products and services we expect to introduce in the 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 November 3, 2021, 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.

© 2022 Rimini Street, Inc. All rights reserved. “Rimini Street” is a registered trademark of Rimini Street, Inc. in the United States and other countries, and Rimini Street, the Rimini Street logo, and combinations thereof, and other marks marked by TM are trademarks of Rimini Street, Inc. All other trademarks remain the property of their respective owners, and unless otherwise specified, Rimini Street claims no affiliation, endorsement, or association with any such trademark holder or other companies referenced herein.

View source version on [businesswire.com](https://www.businesswire.com/news/home/20220302005673/en/): <https://www.businesswire.com/news/home/20220302005673/en/>

Vikki Hansen
Rimini Street, Inc.
+1 (708) 556-3185
vhansen@riministreet.com

Source: Rimini Street, Inc.

Additional assets available online:  [Photos \(1\)](#)

<https://investors.riministreet.com/2022-03-02-Rimini-Street-Creates-Americas-Theatre-and-Appoints-New-Leadership-Team>