MobileIron Company Fact Sheet

MobileIron

MobileIron is the purpose-built mobile IT platform for enterprises to secure and manage mobile applications, content, and devices while providing their employees with device choice, privacy, and a native user experience.

The New Enterprise Security Model

Employees increasingly choose to do their work on mobile devices running modern operating systems like Android, iOS, and Windows 10 instead of using traditional PCs and Windows-based tools. The security challenge with modern operating systems is very different from those of the legacy PC era and they need a new approach and new technology.

Android, iOS, and the new generation of Windows have shifted from the open file system of traditional Windows to a new, sandboxed architecture. The OS kernel is also protected, resulting in system stability and ease of update. The protected file system and protected kernel eliminate the threat of traditional malware and the need for virtualization, VPN and other legacy technologies. When paired with a platform like MobileIron, enterprises have a powerful set of capabilities that improve data security.

Modern operating systems address many of the old security issues but they also create new and complex security requirements. Enterprise data now lives in both corporate and consumer apps and cloud storage repositories.

The MobileIron Platform

The MobileIron platform was built to secure and manage modern operating systems in a world of mixed-use devices. It incorporates identity, context, and privacy enforcement to set the appropriate level of access to enterprise data and services. MobileIron secures data-at-rest on the device, in apps, and in cloud storage, and secures data-in-motion as it moves between the corporate network, devices, and cloud storage. With MobileIron, IT can secure corporate information wherever it lives while preserving employee privacy.

The MobileIron Platform

The MobileIron platform is composed of three integrated and distributed software components:

MobileIron Core: a policy engine that allows IT to define security and management policies

MobileIron Client: software on the device to enforce those policies on the device

MobileIron Sentry: an intelligent gateway that secures data as it moves between apps, devices, and the corporate network

Customers

MobileIron has sold its solutions to more than 9,000 cumulative customers worldwide, including nearly 25 percent of the Forbes Global 2000 companies. The company continues to see strong demand for MobileIron Cloud, which was selected by one of the top 10 companies on the Forbes Global 2000 list.

Recent Customer Case Studies

Sky: Europe's leading entertainment company provides secure access to video content behind the corporate firewall

Snap-on Business Solutions: Snap-on helps clients become masters of service with MobileIron Cloud

Standard Life: The leading investment organization lets 2,000 mobile employees access corporate documents and files from anywhere

Varian Medical Systems: The medical device and software company has given its global workforce faster, easier access to information and applications without putting sensitive corporate data at risk

Williams: The energy infrastructure company is mobilizing energy delivery with MobileIron.

Ecosystem

At the end of Q2, we had 81 AppConnect-enabled apps and 53 ServiceConnect integrations available. New additions in Q2 include Guidebook, IBM Verse, IBM Worklight, Lookout, ServiceNow, Splunk, Syncplicity, and Titus, among others. In addition, our customers have used our AppConnect wrapper to secure thousands of internally developed applications.

Channel

MobileIron goes to market primarily through a strong global network of channel partners that includes more than 460 mobile-focused resellers and 40 global service providers. New resellers include: Sogeti (France), Telefonica (Europe), and Telestar (Australia).

MobileIron, Inc. Headquarters:

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Mountain View, CA 94043
650-919-8100

www.mobileiron.com

MobileIron Regional Offices:

China	India	Sweden
France	Italy	The Netherlands
Germany	Japan	United Arab Emirates
Hong Kong	Singapore	United Kingdom

Company History

Founded: 2007
Founders: Ajay Mishra and Suresh Batchu

Investors

MobileIron is publicly traded on NASDAQ, Ticker symbol: MOBL

More information available at investors.mobileiron.com

Q2 2015 Financial Highlights:

Gross billings were $38.9 million, up 11% year-over-year

Recurring billings were $25.1 million, up 36% year-over-year, and represented 65% of gross billings

GAAP revenue was $34.8 million, up 10% year-over-year

Non-GAAP revenue was $34.1 million, up 14% year-over-year

GAAP net loss per share was $0.32; non-GAAP net loss per share was $0.25

Executives

Bob Tinker, President and Chief Executive Officer

Suresh Batchu, Co-Founder, CTO & SVP of Technology and Engineering

Laurel Finch, Vice President and General Counsel

Simon Biddiscombe, Chief Financial Officer

Mike McCarron, Vice President of Customer Success

Ajay Mishra, Co-Founder and Chief Customer Officer

Jared Lucas, Chief People Officer

Jeff Ratzlaff, Vice President of Business Development

Ojas Rege, Vice President of Strategy

Vittorio Viarengo, Vice President of Marketing and Products

Employees:

More than 850

Milestones:

Founded: 2007

First Customer: 2009

First Patent Granted: 2011

First Service Provider Agreement: 2010

Over $100 Million in Revenue
(56% from North America and 44% from International): 2013

IPO: 2014

Distinctions and Recognitions

MobileIron has been granted 21 patents to date

Gartner has identified MobileIron as a Leader for five consecutive years[1] in the Magic Quadrant for Enterprise Mobility Management Suites (previously called the Magic Quadrant for Mobile Device Management Software)

Named #1 fastest growing technology company in the world on the 2014 Deloitte Technology Fast 500

Ranked #14 Best U.S. SMB Company to Work For on Glassdoor's 2015 Employee Choice Awards

[1]Gartner, "Magic Quadrant for Enterprise Mobility Management Suites" by Terrence Cosgrove, Rob Smith, Chris Silva, John Girard, Bryan Taylor, June 8, 2015.