

Award winning FinTech business Mambu chooses Wilson Partners as their outsourcing partner.

Outsourcing solutions

Mambu was formed in 2011 with the ambition to bring banking technology into the digital-first world, to make it accessible, flexible and ready for any market opportunity. They now work with clients ranging from fintech unicorns to top tier banks, operating on six continents, and constantly changing the way financial institutions operate and innovate. Mambu's leading cloud native solution is the driving force behind their clients as they grow, scale and transform to meet evolving digital demands.

In 2016 Mambu made the decision that they were looking to establish a sales and marketing base in the UK to support their continued global expansion. As a high growth tech business, Mambu was keen to work with an outsourced finance partner that shared the same values around creating efficient and robust finance structures and processes while ensuring strict compliance.

New to the UK market, Wilson Partners were able to advise and assist with the formation of a UK entity, registration with HMRC, payroll/auto enrolment set up and the establishment of the accounting platform, powered by Xero.

In addition we helped them look at transfer pricing, VAT and staff benefits – it's important to get these things right at the start of the journey.

2 years on and Wilson Partners continues to play a key role in Mambu's UK presence, acting as their finance function - taking care of all the transaction processing, monthly payroll, bank payments and management reporting. Another key aspect of our relationship is assessing funding requirements for the UK entity from its parent in Germany - ensuring adequate funds are in place to allow for the smooth running of the UK entity and everyone gets paid!

Whilst our outsourcing function is driven by real people with hands on expertise, the use of cloud technology, including the Xero accounting platform and online portals for employees to access payslips and auto enrolment communications, allows for an efficient process that meets the needs of Mambu perfectly.

The client said

"We're delighted with the service levels that Wilson Partners provide. We've found them very easy to deal with, attentive to our needs and a great partner to have as we continue to grow our business. For any company choosing to set up in the UK and looking for a finance partner, Wilson Partners would make an ideal choice."

We said

"It's great working with a dynamic and exciting client like Mambu. Our aim is to provide a service that informs our client of the obligations and opportunities of setting up in the UK but takes the headache of operating a finance function away from them so they can concentrate on what they're good at – growing their business and creating shareholder value".
Zoe Hellmuth, Head of Outsourcing, Wilson Partners