



Why Global Success is a Team Sport (And Banks Need to Step Up)



Manoj Mistry
Managing Director
IBOS Association

July 10, 2025

No business expands globally alone. It takes strategy, partnerships, and above all, coordination.

Behind every successful international launch is a network of collaborators: legal advisors, logistics providers, talent consultants, tech partners, and crucially, banks. Because without the right financial infrastructure, even the most ambitious global plan can stall before it starts.

Yet too often, banks approach international clients in silos. One market. One set of processes. One narrowly defined client view. Meanwhile, the businesses they serve operate across **time zones, currencies, and jurisdictions**. They expect more. And they should.

This mismatch between expectation and service is why IBOS was created.

IBOS isn't a bank. We're a network of leading banks across the globe, working together to offer **local banking services with global coordination**. Our mission is to eliminate the disjointed experience so many international clients face, and replace it with a streamlined, collaborative approach.

Here's what that looks like in practice:

- A multinational firm opens a subsidiary in Mexico. Their primary banking partner introduces them to an IBOS member in-country, ensuring a seamless account opening process, local compliance guidance, and treasury setup.
- Simultaneously, the firm's headquarters in Europe can maintain visibility across accounts and manage cross-border liquidity with ease.
- There's no duplication of effort. No need to "start from scratch" in each country. Just smart, joined-up banking.

IBOS member banks **share intelligence**, align on service standards, and deliver a consistent experience, no matter where the client operates. That's not just a win for the client, it's a win for the banks too. Stronger relationships. Better retention. Deeper value.

The reality is, in today's landscape, collaboration is no longer optional. Global clients don't want ten different banks with ten different portals and ten different contacts. They want a connected experience that reflects the way they work: **globally integrated, locally delivered**.

IBOS enables banks to move beyond domestic limitations. To serve as a team. To help their clients scale with speed, confidence, and clarity—wherever the opportunity lies. It's time for banking to catch up with global business. And the best way to do that is together.

About the Author



Manoj Mistry
Managing Director
IBOS Association

Manoj Mistry is the Managing Director of IBOS Association. With over 35 years of work experience in financial services across Europe, North America and APAC, he has developed strategic business models for Regional Financial Institution Coverage, Global Custody Product Development and Strategic Relationship Management.

Manoj has created holistic commercial strategies shaped by effective risk management, together with a deep understanding of income, cost control and governance imperatives – thereby enabling growth while overcoming potential regulatory roadblocks.

He builds and retains strong, collaborative business relationships; is a trusted partner to highly demanding global C-level leadership, and enjoys an extensive network with a broad spectrum of financial services industry professionals.

Leading from the front, Manoj has developed high-performing teams; putting colleagues and customers first to drive long-term strategic business goals while displaying integrity, creativity, and actively up-skilling and mentoring of junior colleagues.