

Annual

HR Management Conference

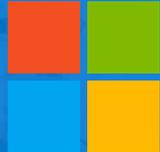
Europe 2024



February 21



Microsoft Munich,
Germany

Hubdrive &  Microsoft

Go To Market Strategies



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Marketing Toolbox Hubdrive & Microsoft FY24

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Exhibitions

Conferences

AppSource

Webinar
series

Jour Fixes

Social
Media

Microsoft
Campaigns

Templates

Support partner
experience



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Why exhibitions?



Why exhibitions?

Effective





Why exhibitions?

Effective, experience





Advantages

Focus on invest, face-to-face, Microsoft looks → leads





What we offer

Experience, full-event service, marketing material, co-presence, lead management, direct feedback, professional onboarding





HR Management in der
Microsoft Welt

Dynamics
HR Management

Dynamics
HR Management

Dynamics
HR Management

HR Management in der Microsoft Welt

Recruiting	Personalverwaltung	Mitarbeiterentwicklung
Mitarbeiter Self-Service	Zeitarwirtschaft	Auswertungen
LinkedIn	Mobiles Arbeiten	Office 365

Microsoft Dynamics 365

DATEV

Personalverwaltung	Talent Management	Mitarbeiter Self-Service
Zeitarwirtschaft	Zeitarwirtschaft	

HR Management in der Microsoft Welt

HR

Microsoft Dynamics 365 Business Platform

Exhibitions with our
Partners

Your Benefits

Fast lead generation with personal contact

Contact to companies looking for a solution now

Build relationships with the sellers of Hubdrive

Fast track to sales through co-sell with Hubdrive



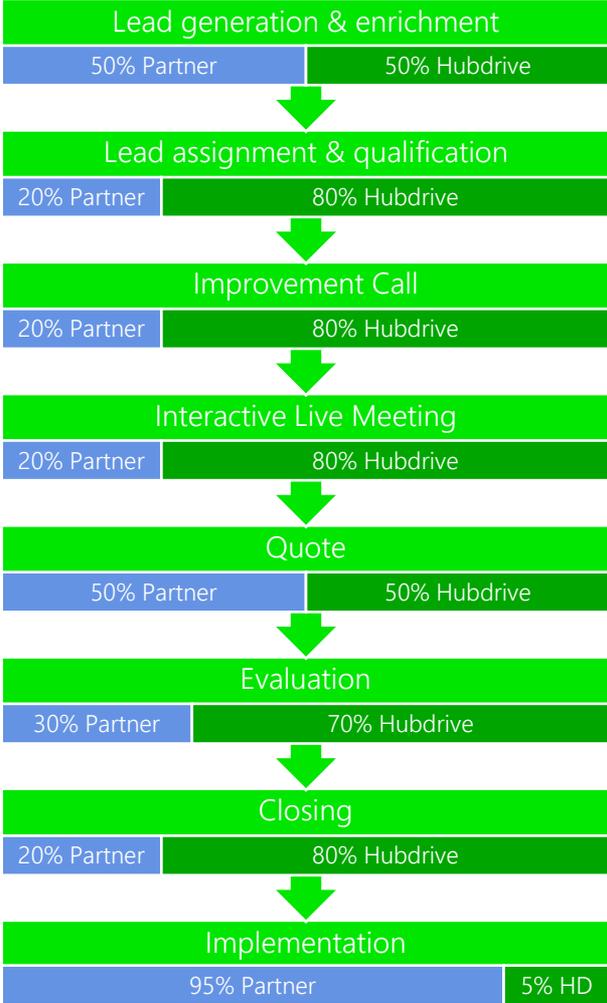
HR Management in der
Microsoft Welt



- ✓ We offer full-event service,
- ✓ marketing material,
- ✓ co-presence,
- ✓ lead management,
- ✓ direct feedback,
- ✓ professional onboarding,
- ✓ International experience

A large information board for the Microsoft Dynamics HR Management booth. It features several colored panels with icons and text. The panels include: 'Personal Verwirklichung' (red), 'Talent Management' (purple), 'Mitarbeiter Self-Service' (orange), and 'Zeitwirtschaft' (purple). A central screen displays a diagram of the Microsoft Dynamics HR Business Platform. The board is part of a larger booth structure with 'Dynamics HR Management' branding.

Hubdrive Co-Sell Approach with Partner





Hubdrive & partners at fairs



HR Management in der
Microsoft Welt

 Dynamics
HR Management

Dynamics
HR Management
HR Management in der Microsoft Welt

Recruiting	Personal Verwaltung	Mitarbeiterentwicklung
Mitarbeiter Self-Service	Zeitwirtschaft	Auswertungen
LinkedIn	Mobiles Arbeiten	Office 365

Plattform in der Cloud oder Lokal

 Dynamics
HR Management

Microsoft Dynamics HR
in der Cloud

HR Management in der Microsoft Welt

HR Microsoft Dynamics 365 HR Management	Recruiting	Personal Verwaltung	Mitarbeiterentwicklung
	Mitarbeiter Self-Service	Zeitwirtschaft	Auswertungen
	LinkedIn	Mobiles Arbeiten	Office 365

 IKDY
Personal-Entwicklungs-Gesellschaft

 IKDY

Lohn- / Gehaltsabrechnung

 IKDY

Lohn- / Gehaltsabrechnung

Dynamics
HR Management
HR Management in der Microsoft Welt

Dynamics
HR Management
HR Management in der Microsoft Welt

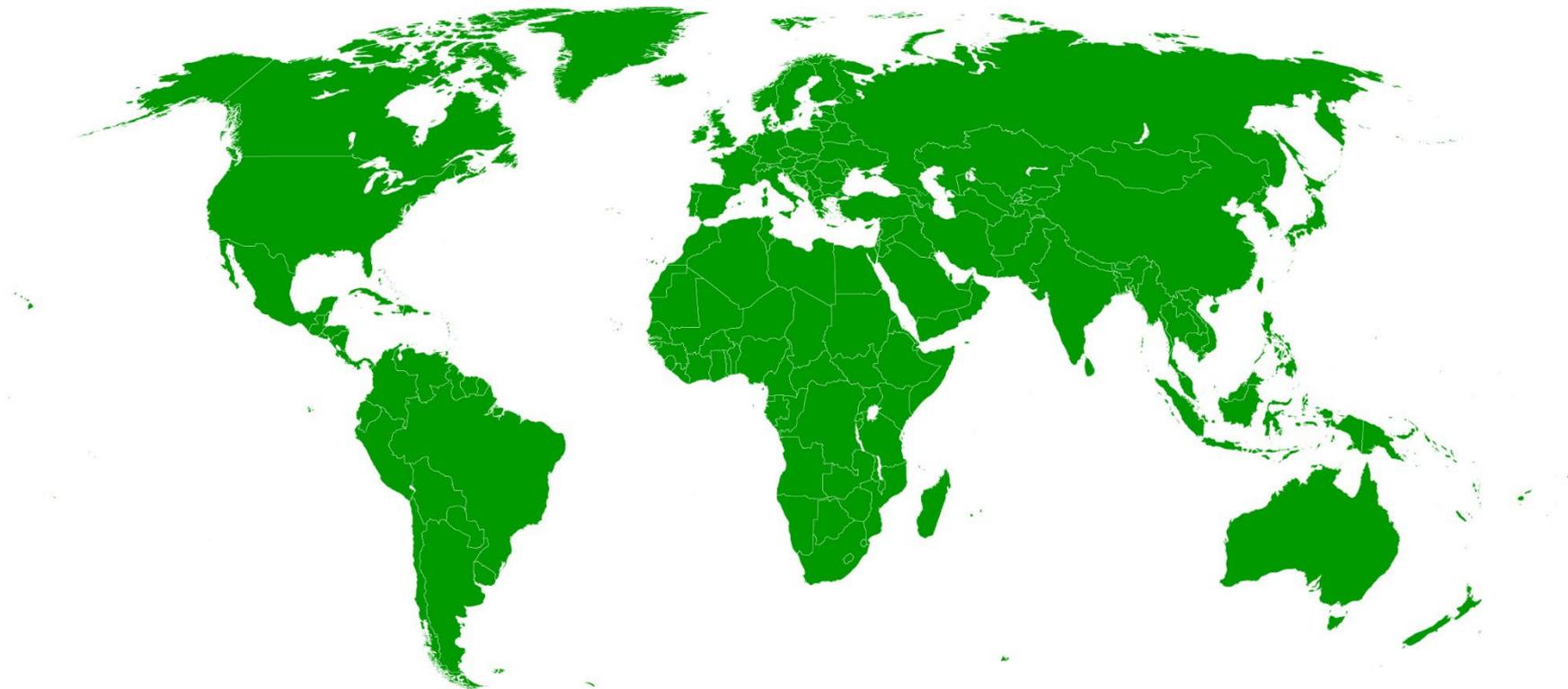
Dynamics
HR Management
HR Management in der Microsoft Welt

Dynamics
HR Management
HR Management in der Microsoft Welt

Dynamics
HR Management
HR Management in der Microsoft Welt

UNTERSCHIEDLICHE
ANBIETER

Exhibitions and Roadshows worldwide



Tradeshaw calendar FY24

	Date	City		Date	City
Community Summit North America	tbd	Charlotte	Power Platform Conference	Oct.	Orlando
User Group Summit NA	Oct.	Orlando	Ignite	tbd	
SHRM	June	Las Vegas	HR Partner Conference Europe	tbd	Hamburg
HR Tech Summit	tbd	Toronto	HR Partner Conference US		Las Vegas
IAMCP re.think	tbd				
Zukunft Personal Süd	May	Stuttgart	Partner Events ...		
Zukunft Personal Nord	April	Hamburg			
Zukunft Personal Europe	Sept.	Cologne			
CIPD Annual Conference	Nov.	Manchester			
HR Conference	June	London			
South Coast Summit	tbd	Southampton			
Extreme	tbd				
User Group Summit EMEA	tbd				
IAMCP re.think EMEA	tbd				
Inspire	tbd	Las Vegas			

Sponsorship Package Zukunft Personal Süd Germany

- Preparation
 - Free participation in trade fair trainings
 - Fair training material
- Expo area
 - Free participation in trade fair trainings
 - 2 conference access full passes
 - Use of the shared booth floor
 - Professional booth display
 - WLAN
- Marketing
 - 75-word profile on event website incl. logo

Package: 7.500 €

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COSMOCONSULT

#thepowerofchange

Digital Summit

30. Juni 2022 | Nürnberg



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HR Management in der Microsoft Welt

Hubdrive

HR Management for Microsoft Dynamics 365

Recruiting & Onboarding	Employee Administration	Talent Management
Employee Self-Service	Time & Attendance	Reporting
LinkedIn	Flexible Working	Office 365

Microsoft Dynamics 365

HR

Microsoft Dynamics 365 HR Management

Recruiting	Personal Verwaltung	Mitarbeiterentwicklung
Mitarbeiter Self-Service	Wirtschaft	Auswertungen
Link		Office 365



Agenda

Begrüßung & Auspacken des Frühstückspakets

Digitalisierung und Disruption im HR

Potential für Ihr HRM mit HR für Dynamics

Live-Demo im System

Was ist Ihr Potential – wir finden es



Best Practice Implementation Know How – Learn



HR Management
E-Learning
Best Practice Implementierung
Der ideale Weg durch die Implementierung



Implementieren in sechs einfachen Schritten.
Dieser Artikel erklärt die sechs Schritte der Implementierung von Microsoft Dynamics 365 HR Management. Die Schritte sind: 1. Microsoft Cloud einrichten, 2. Dynamics Basis erstellen, 3. Lösung bereitstellen, 4. Schemata konfigurieren, 5. Daten importieren und 6. Testen und Validieren.

1. Microsoft Cloud einrichten

Wählen Sie die Microsoft-Region.
Geben Sie die E-Mail-Adresse ein, die für Microsoft-Verbindungen verwendet wird.
Microsoft-Id-Name erstellen



2. Dynamics Basis erstellen

Wählen Sie die Microsoft-Region.
Geben Sie die E-Mail-Adresse ein, die für Microsoft-Verbindungen verwendet wird.
Microsoft-Id-Name erstellen

3. Lösung bereitstellen

Wählen Sie die Lösung aus, die bereitgestellt werden soll.
Geben Sie die E-Mail-Adresse ein, die für Microsoft-Verbindungen verwendet wird.
Microsoft-Id-Name erstellen



4. Schemata konfigurieren

Wählen Sie die Schemata aus, die konfiguriert werden sollen.
Geben Sie die E-Mail-Adresse ein, die für Microsoft-Verbindungen verwendet wird.
Microsoft-Id-Name erstellen



HR Management for Microsoft Dynamics 365
E-Learning Implementation Prepare Use Customize Rollout Technical Resources Contact us
Use | Admin Personnel File Talent T&A Leave Travel Training Self-Services MMS Reporting Workplace Office 365 Leadership Benefits Templates
Ad-hoc Absence without substitute
Objective
This page explains the creation of an ad-hoc Absence, from the perspective of an HR Manager.
Process
Employee → HR Manager → Employee → HR Manager
Communicates ad-hoc absence → Adds the absence into the employee's leave request → Returns to work and present sick certificate → Closes the process
Prerequisites
Absence types have been configured
Employee has a valid Employment Term
Areas and Calendars are configured in your System
There's a Primary Work Location filled in the employee's Digital Personnel File
The users involved in this process must have valid licenses assigned
Click Through
✓ Start in HR HUB
✓ Open the entity Employees
✓ Select the corresponding Employee

HR

HR Management
Software for
Microsoft
Dynamics 365

Recruiting &
Onboarding

Staff Administration
& Automation

Digital Personnel File
& Documents

Talent & Performance
Management

Time
& Attendance

Leave
& Absence

Travel
& Expenses

Training
& eLearning

Employee
Self-Services

Manager
Self-Services

Compensations
& Benefits

Reporting
& Analytics

Leadership
& Management

Country &
Industry Templates

Office 365
for HR

Modern
Workplace

Microsoft Dynamics 365 Business Platform

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ISV Partner Program

Marketing benefits

Marketing benefits	Publisher	Commercial marketplace billed sales, solution value or seats sold*								
		\$500 or 1 st Reg deal	\$25K or 250 seats	\$50K or 500 seats	\$100K or 1K seats	\$500K or 5K seats	\$1M or 10K seats	\$2M or 20K seats	\$5M or 50K seats	
Market research and marketing materials: partner marketing center	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Self-serve digital marketing on demand	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Partnering and global expansion readiness assessments	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Commercial marketplace listing optimization	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Commercial marketplace marketing toolkit	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Commercial marketplace what's new blog ▲	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Press release support + # ♦	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Marketplace Rewards testimonial	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Commercial marketplace featured category placement + # ▲		✓	✓	✓	✓	✓	✓	✓	✓	
Commercial marketplace blog feature + # ♦			✓	✓	✓	✓	✓	✓	✓	
Partner-to-partner 90-minute consultation (ISV Connect)			✓	✓	✓	✓	✓	✓	✓	
In-depth customer review + #			✓	✓	✓	✓	✓	✓	✓	
Azure sponsorship for Test Drive/trial sandbox + # * ^					\$5K	\$10K	\$50K	\$75K	\$100K	\$200K
Mini-commercials (ISV Connect)					✓	✓	✓	✓	✓	
Partner or customer success story + # ♦					✓	✓	✓	✓	✓	
Lead generation campaign (ISV Connect)						✓	✓	✓	✓	
Global expansion consultation (ISV Connect)						✓	✓	✓	✓	
Partner spotlight in Microsoft internal commercial marketplace newsletter + #						✓	✓	✓	✓	
Social promotion spotlight + # ▲							✓	✓	✓	
Commercial marketplace featured home page placement + # ▲							✓	✓	✓	
Individual guest blog post + # ♦							✓	✓	✓	
Microsoft executive endorsement + #							✓	✓	✓	

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Dynamics HR Management



Demonstrating Dynamics HR Management

WEBINAR: Thursday 8th March: 14:00 - 14:45 (GMT)

Benefit from the innovations of Microsoft Dynamics in your HR Department.

HR Management for Microsoft Dynamics 365 is the complete solution for HR Management based on the Microsoft Dynamics 365 business platform. The entire employee life cycle is supported. From recruiting, staff administration to talent management - all seamlessly integrated.

In this presentation we will demonstrate how HR Management for Microsoft Dynamics 365 reduces the workload for HR teams, increases productivity for all employees and improves employee satisfaction at the same time.

- Recruitment – for managing vacancies and applications
- Employee Admin – to find everything you need at a glance in a digital personnel file
- Talent Management – through 360° feedback reviews and talent management
- Self Service – leave requests and entitlements, time tracking
- Time & Attendance - Attendance Management, Time Tracking, Working Hours
- Reporting - Standard Reporting, Ad Hoc Analysis

In addition we'll demonstrate you, how HR Management for Microsoft Dynamics 365 utilizes Microsoft Office 365 enabling HR teams to securely and efficiently manage HR admin tasks in Outlook and other Office 365 apps.

Join this free session to find out more and discover how to connect HR with your other business processes through Microsoft Dynamics 365.

[**Register Now**](#)

Demonstrating Dynamics HR Management

- **When:** Thursday 8th March at 2:00 PM (GMT)
- **Duration:** 45 minutes including Q&A
- **Cost:** Free (limited places available)
- **For:** Any individuals involved with human resources / human capital management, or individuals responsible for managing Microsoft Dynamics 365

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We will support you