

Annual
HR Management Conference
Europe 2024

 February 21

 Microsoft Munich,
Germany

Hubdrive &  Microsoft

Housekeeping

- ✓ Break Area - Located directly in front of the Hive
- ✓ 1:1 Appointments - Please wait in the Break Area – you will get picked up
- ✓ The Photo Session will take place in the Foyer
- ✓ Lunch Voucher will be handed out directly after
- ✓ You are a Movie Star – Sessions will be recorded

Conference Day Agenda - Morning

08:00 – 09:00	Registration and get together
09:00 – 09:05	Housekeeping
09:05 – 09:30	Keynote: Platform and Digitization – why Microsoft has the best answer
09:30 – 10:30	What is the concrete potential of digitizing HR - for IT and HR departments
10:30 – 11:00	Partner Introduction - Superpowers
11:00 – 11:30	Break
11:30 - 12:15	Placement of the HR solution in the Microsoft ecosystem
12:15 – 12:45	Partner Awards
12:45 – 14:00	Photo and lunchbreak

Conference Day Agenda - Afternoon

	<u>Breakout Sessions for potential Partners</u>	<u>Breakout Session for Partners</u>	<u>Breakout Session for Customers</u>
	Room: Singapore	Room: Hive	Room: Tokio
14:00 – 14:45	New Implementation support	Too expensive	Microsoft Power Platform in HR for dummies
14:45 – 15:15	Software Partner Roadmap	New GTM offers for Partners	Implementation Best Practices
15:15 – 15:45	Potential Partnering with Hubdrive	Software Roadmaps	Driving Leadership Excellence with Objectives & Key Results

	Room: Hive
15:45 – 16:00	Break
16:00 – 16:30	Power Platform Strategy
16:30 – 17:15	Round Table with all your questions

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Hubdrive

Microsoft

Customer

Partner



HR Complete Solution in the Microsoft Ecosystem



Microsoft Dynamics 365 Power Platform

Power Platform – Customize, Automate, No Code



Lorey, Franziskus - Saved
Employee · Digital Personnel File

CEO
Job Title

Supervisor

Hubdrive
Department

Home Phone

Business Data HR Details Leave & Absence Time & Attendance T&A Reporting Base Onboarding **Talent** Commissions Performance Employment Terms & Wages

Skill Levels (Employee)

+ New Skill Level Refresh Flow

Status Reason ↑	Skill ↑	Required Grade	Main Training Plan	Training	Modified On
Evaluation	Buying Personas for Sales	Satisfactory	Communication & Presentation Sales Fur	Buying Personas for	06.07.2023 20:57
Evaluation	Closing Deals	Satisfactory	Customer Evaluation Fundamentals	Closing Deals	06.07.2023 20:57
Evaluation	Customizing HR for Dynamics with Excitement	Satisfactory	Solution complete plan	Customizing HR for	06.07.2023 20:57
Evaluation	Demosystems Hubdrive	Participated	Hubdrive Business Tools Fundamentals	Demosystems Hubc	06.07.2023 20:56
Evaluation	ERP System Integration Fundamentals	Participated	3rd Party System Integration Sales Funda	ERP System Integra	06.07.2023 20:57
Evaluation	Evaluation Phase	Sufficient	Customer Evaluation Fundamentals	Evaluation Phase	06.07.2023 20:57
Evaluation	General Integration Approach	Participated	3rd Party System Integration Sales Funda	General Integration	06.07.2023 20:57
Evaluation	HR Top Processes Know How Fundamentals	Satisfactory - High Level	HR Process Know How	HR Top Processes K	06.07.2023 20:56
Evaluation	HR Top Processes Know How Masterclass	Satisfactory - High Level	HR Process Know How		09.12.2023 11:40
Evaluation	Hubdrive Partner Model and Contract Fundamentals	Satisfactory	Microsoft and Partner Ecosystem Fundar	Partner Model Hubc	06.07.2023 20:56



Dynamics 365

Chat My Dashboard Settings Help About

- + Neu
- 🗑️ Löschen
- 🔄 Aktualisieren
- 📄 Verarbeiten
- 🏠 Urlaubsantrag ändern
- 👤 Zuweisen
- 👉 Freigeben
- ✉️ Link per E-Mail senden

Virtuelle Stechuhr Dashboard

Arbeitsbeginn

Pausenbeginn

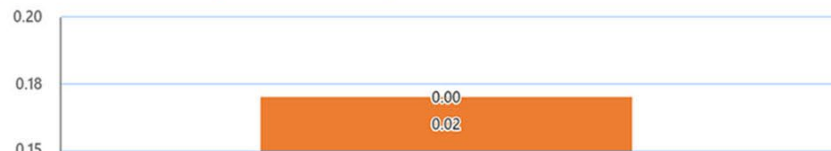
Arbeitsende

Pausenende

Anwesenheit Heute

Tägliche Zusammenfassung

● Summe (Pflichtpausen [h])
 ● Summe (Pausen [h])
 ● Summe (Stunden (netto))

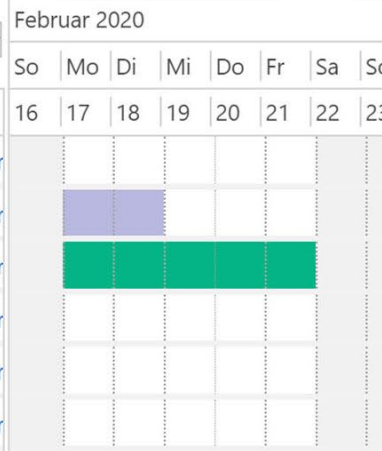


Mitarbeiter-Urlau...

Start: 16.02.2020 Ende: 12.02.2020

Nach Datensätzen suchen

📌	Vollständiger Name ↑	🔍	🔄
	Adam, Patricia	Honag Ger	
	Christ, Jörg	Honag Ger	
	Claasen, Sebastian	Honag Ger	
	Conrad, Simon	Honag Ger	
	Maler, Paul	Honag Ger	
	Maurer, Peter	Honag Ger	



Meine Urlaubsanträge

✓	Statusgrund	Von	Bis
	Genehmigt	04.09.2017	15.09.2017

- Home View Help **Message** Insert Format text Options
- hannelore.mader@honag.com Filter
- [Draft] Rachel Cunningham
Question regarding the Junior Sales Manager position 3/17/2023
Dear Ms. Mader, I'm interested in the position Junior Sales Manager, and I wanted ...
- Hailey Miller
HR Meeting 3/17/2023
Agenda: * Vorlage Stellenbeschreibung * On- und Offboarding-Prozesse

Question regarding the Junior Sales Manager position

Send To: Rachel Cunningham <rachel.cunningham77@outlook.com>

Dear Rachel,

Thank you for your email. I am happy that you are interested in the position Junior Sales Manager.

The salary range for this position is between \$40,000 and \$50,000 depending on the skills of the candidate. It is helpful if you have already some experience in sales.

I'm looking forward to hearing from you soon.

Best Regards
Hannelore Mader

[Add a recipient](#)

RC Rachel Cunningham <rachel.cunningham77@outlook.com> Fri 3/17/2023 1:15 PM
To: hannelore.mader@honag.com

Dear Ms. Mader,

I'm interested in the position Junior Sales Manager, and I wanted to ask about the salary. What salary are you offering for this position?

Thank you and best regards
Rachel

Hubdrive Recruiting

Create a draft reply

Suggested content is AI generated - please make sure it's accurate and appropriate before sending.

Dear Rachel,

Thank you for your email. I am happy that you are interested in the position Junior Sales Manager.

The salary range for this position is between \$40,000 and \$50,000 depending on the skills of the candidate. It is helpful if you have already some experience in sales.

I'm looking forward to hearing from you soon.

Best Regards
Hannelore Mader

[Copy to email](#) [Try again](#)

Benefit Calculator

Time and money savings



Calculation of benefits

Saving time and money

The implementation of HR for Dynamics has modernised HR processes and improved efficiency and accuracy in all areas. In total, 710 days or 5682 working hours can be saved per year, security in work processes and data can be massively improved and convenience for employees can be significantly increased. With a typical utilisation period of 7 years and an imputed cost of €37 per hour, this results in savings of € 1,471,567.



710
Person-days
per year



5682
Working hours
per year



1,471,567 €
Savings
in 7 years

The calculation of benefits is based on Hubdrive's best practice experience from hundreds of implementations based on your size, industry and working methods as well as on the basis of workshops and discussions with internal employees. An imputed cost rate of €37 per hour and 100 employees was assumed for the calculation.

Areas of savings in detail

Area	Person-days	Working hours	Person-days	Working hours
Recruiting & Onboarding	10	80	10	80
Training & Performance Management	10	80	10	80
Time & Attendance	10	80	10	80
HR & IT	10	80	10	80
Total	40	320	40	320

Best Practice Implementation Know How – Learning Center

The screenshot shows the homepage of the Dynamics HR Management Learning Center. At the top, there is a navigation bar with the logo 'HR Management for Microsoft Dynamics 365' and links for 'About', 'Industries', 'Learning Center', 'Partner Services', 'Customer Login', and 'Sprache'. Below this is a green navigation bar with the text 'Learning Center' and sub-menu items: 'Prepare', 'Use', 'Customize', 'Rollout', 'Resources', and 'Contact us'. The main content area features a large image of a laptop on a desk with a brick wall background. The laptop screen displays a signpost with 'COMPLICATED' and 'SIMPLE' directions. To the right of the laptop, a green box contains the text 'Learning Center' and 'Implement HR for Dynamics quickly and use it successfully. Hundreds of free tutorials make it possible for you.' Below this image is a row of five icons representing the implementation process: 'Prepare' (arrow icon), 'Use' (360-degree icon), 'Customize' (puzzle piece icon), 'Rollout' (thumbs up icon), and 'Resources' (envelope icon). Each icon has a corresponding text label and a 'Learn more' link.

Learning Center HR Management

HR Management for Microsoft Dynamics 365

About Industries Learning Center Partner Services Customer Login Sprache

Learning Center Prepare Use Customize Rollout Resources Contact us

Learning Center |

Learning Center

Implement HR for Dynamics quickly and use it successfully. Hundreds of free tutorials make it possible for you.

Prepare Use Customize Rollout Resources

Learn more Learn more Learn more Learn more Learn more

The screenshot shows a page titled 'Implement in five easy steps.' It features a large image of a smiling woman with glasses. Below the image, there is a list of steps for implementation. Step 1 is 'Set up Microsoft Cloud', which includes a sub-section for 'Optional for new Microsoft customers only' and a link to 'Ensure Microsoft 365 Cloud'. Step 2 is 'Ensure your Dynamics 365 Platform', which includes a sub-section for 'Ensure Dynamics 365 Basis'. Step 3 is 'Deploy HR for Dynamics 365 technically', which includes a sub-section for 'Deploy HR for Dynamics'. The page also features a diagram showing the 'HR' module integrated with the 'Microsoft Dynamics 365 Business Platform' and 'Windows 11 und Microsoft Cloud Services'.

Implement in five easy steps.

You have chosen innovative HR management based on the Microsoft Dynamics 365 Business Platform. How can you now drive digitization forward as quickly as possible?

For this purpose, we have worked out this fast and proven implementation path here. This will guide you through the setup, configuration and rollout. You don't need to be a technical expert. Simply follow the steps outlined here. You'll find how-to guides, videos and hands-on exercises to help you set up and use the software with confidence.

1. Set up Microsoft Cloud

Optional for new Microsoft customers only

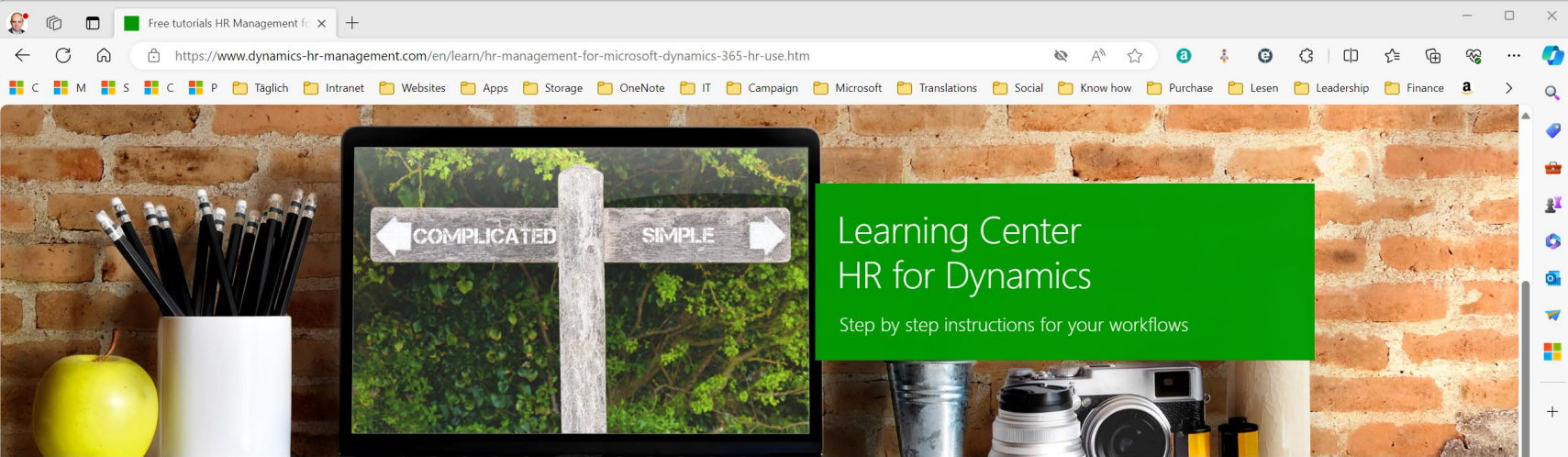
Together we make sure your Microsoft 365 or Office 365 is in place and set up. Ensure Microsoft 365 Cloud

2. Ensure your Dynamics 365 Platform

Together we ensure that your Microsoft Dynamics 365 platform is available and functional. Ensure Dynamics 365 Basis

3. Deploy HR for Dynamics 365 technically

Import the solution and then activate individual modules to lay the functional foundation for your digital transformation. Deploy HR for Dynamics



Recruiting & Onboarding →

Staff Administration & Automation →

Digital Personnel File & Documents →

Talent & Performance Management →

Time & Attendance →

Leave & Absence →

Training & eLearning →

Employee Self-Services →

Manager Self-Services →

Compensation & Benefits →

Leadership & Management →

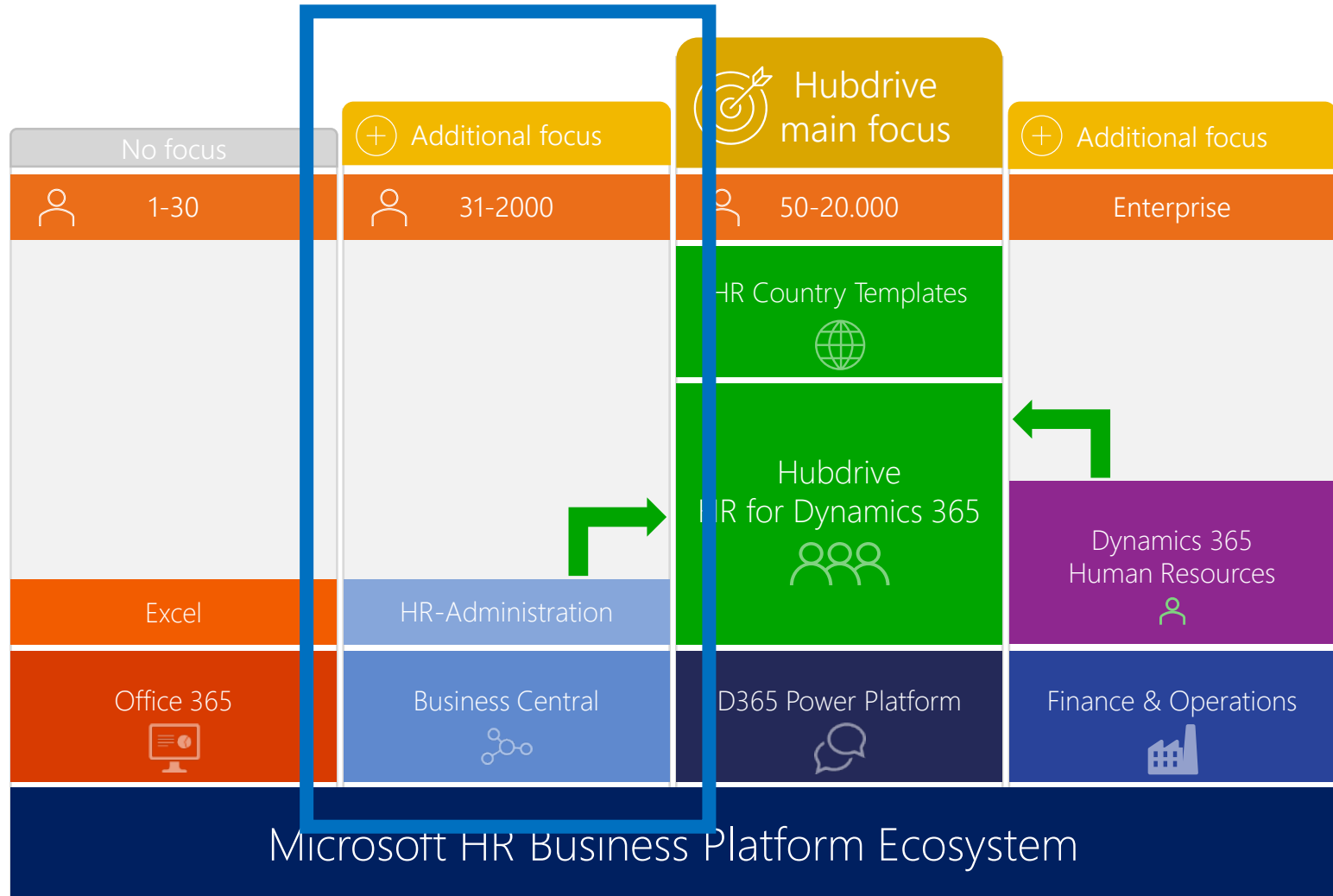
Country & Industry Templates →

eLearning Legacy

- Travel & Expenses ⊖
- Reporting & Analytics ⊖
- Office 365 & HR ⊖



A new market can be addressed through a partner



Unique Market Positioning Hubdrive

Combination of Platform Features and native integration in MS Dynamics

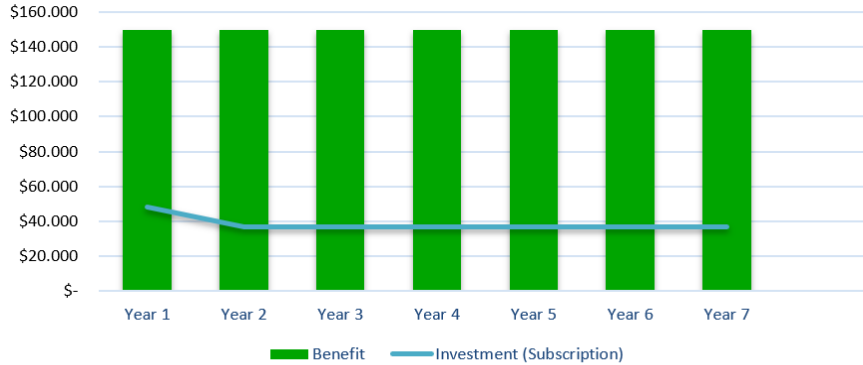


	Hubdrive	Personio	bambooHR	bob	SAP SuccessFactors	workday	ADP Workforce Now
Holistic HR Solution Offering	100%	75%	50%	50%	100%	75%	75%
Standard Integration Offers	75%	50%	50%	50%	50%	50%	50%
Self-Service Capabilities	100%	100%	50%	50%	50%	50%	50%
Customization Options	100%	25%	50%	50%	50%	50%	50%
Scalability	100%	50%	50%	50%	50%	50%	50%
Implementation	75%	75%	50%	50%	50%	75%	75%
Integration in Microsoft technology	100%	50%	50%	50%	50%	50%	50%
Seamless merged in Windows & Office 365	100%	50%	50%	25%	50%	50%	50%
Global availability of implementation partners	100%	50%	50%	50%	50%	50%	50%
Worldwide secure cloud availability	100%	50%	50%	50%	50%	50%	50%

- **Entire HR-lifecycle through one platform**
- **Security and efficiency: Entirely based on the MS Cloud and Dynamics 365**
- **Native integration with other Power Platform services to easily build custom workflows**
- **Highest level of integration, compared to peers**
- **Implementation is significantly easier and time efficient, compared to its peers.**

benefit-invest-comparison: savings 779.946,00 \$

with a typical useful life of 7 years



Time & Attendance

Time & Money – coming from an IT-Island

Title	Description	Affected Role(s)	Leverage	Monthly savings	Savings in hours	Savings in \$
Time check	It is more easy to check times of Employees for Supervisors as all data is collected in the digital personnel file Time Saving: Organization time to check multiple systems and transfer them to digital employee files in another system.	Supervisor	Amount of Employees	0,25 h / Employee	50,00 h	\$ 1,850,00
Manage time tracking	It is more easy to manage the time tracking for HR Managers within the whole organization Time Saving: Organization of compiling data from multiple systems to ensure accuracy and compliance	HR Manager	Amount of Employees	0,25 h / Employee	50,00 h	\$ 1,850,00
Cost savings through cancellation of the old system	Cost saving: the previously used T&A system can be turned off and the recurring costs (subscription/licenses/maintenance) is saved	IT System	Monthly costs for the replaced T&A System	\$ 5,80 / Employee	-	\$ 1,160,00
Sum					100,00 h	\$ 4,860,00

Increased employee satisfaction:

HR for Dynamics offers a user-friendly interface and self-service options that provide a pleasant experience for employees. Ms. Müller from Controlling confirms that time tracking with HR for Dynamics on mobile is as easy as Facebook and Instagram. Automatically booking time for projects and tracking contractor hours, as well as project-based billing, will save over 5,000 hours annually.

To the point - time and money saved.

By implementing HR for Dynamics, BMW South Carolina will achieve its goal of modernizing HR processes and improving efficiency and accuracy across the board. In total, per year, XX man-hours will be saved, security in workflows and data will be massively improved, and employee comfort will be relevantly increased.

With a typical usage period of 7 years, the sum of time saved is 9,823.8 person days in 7 years. At \$ 37 imputed cost per hour, this is a **savings of \$2,907,909.48 in 7 years.**

	Monthly savings	Savings in hours	Savings in \$
	0,33 h / Employee	66,00 h	\$ 2,442,00
	0,25 h / Employee	50,00 h	\$ 1,850,00
	0,25 h / Employee	50,00 h	\$ 1,850,00

Digitization HR department

Where to start and sequence

How to start

Hubdrive &  Microsoft