Annual

HR Management Conference

Europe 2024

February 21

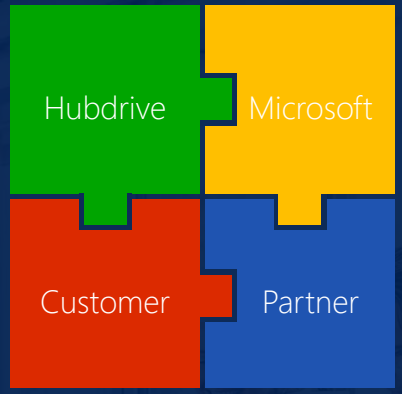
Microsoft Munich, Germany

Hubdrive & Microsoft

Willkommen

Hubdrive

Partner Introduction



Better together

Holger Tangermann

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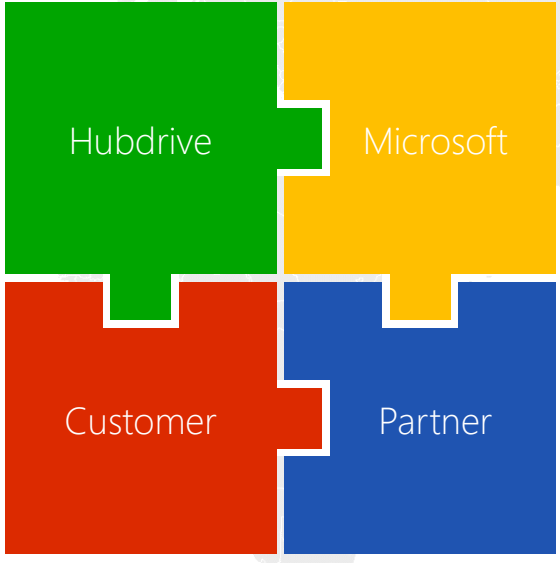
Your potential



What´s in it for you

- If you are chosen, this Extension is exclusive owned by you
- Receive professional GTM and build-with support from Hubdrive
- No other partner will receive Hubdrive support in that area
- Hubdrive will co-sell your IP
- Implementation Partner will co-sell your IP
- Receive Leads from Hubdrive regarding this topic
- Receive Leads from other partners regarding this topic
- Be a lighthouse in the partner community

Your Benefits

- Expand your offering: Integration allows you to expand your service offering and provide innovative solutions to your customers.
- Additional revenue: This partnership opens up new revenue streams by selling the integration to all customers.
- Growth and success: Working with Hubdrive allows you to increase your business growth and achieve success

Hubdrive

Software Partner

Process from Selection to GTM

Potential and Tender

Check on Backlog and Demand

- What´s new
- What's requested
- Where is the biggest potential

Hubdrive sends a tender to all partners

Interested Partners reply and show their concept and strengths

Hubdrive selects the Software Partner for the requested topic

Creation

Project plan and timeline is agreed between Hubdrive and Partner

Partner creates the extension / integration

Hubdrive supports the partner with knowledge in

- technology
- customer processes
- user stories
- Go-To-Market
- Licensing
- Pricing

Go-to-Market

- Partner creates showcase to Hubdrive
- Hubdrive Product Team approves the Partner-Solution
- Partner creates a Two-Pager
- Partner creates Training Material for Hubdrive Sales with support from Hubdrive
- Partner trains the Hubdrive Sales-Team
- Hubdrive adds Partner-Solution to HR for Dynamics-Website
- Hubdrive announces new partner solution via Newsletter to Partners & Customers
- Hubdrive and Partner performs Training-Session to Partners incl. Recording

Hubdrive

The Tender Content

Testimonial: Reply Cluster for BC Integration

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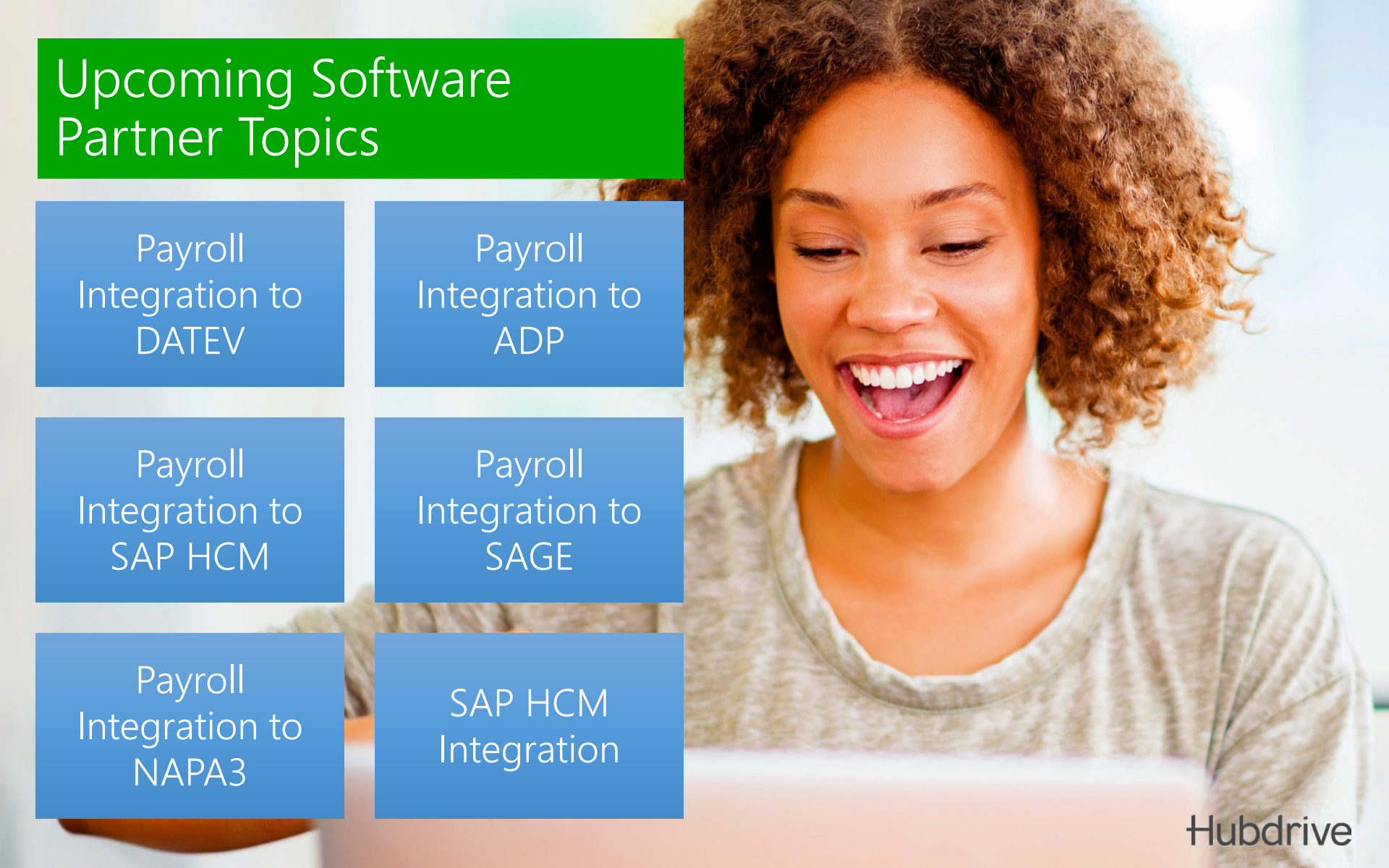
Upcoming Software Partner Topics

- Payroll Integration to DATEV
- Payroll Integration to ADP
- Payroll Integration to SAP HCM
- Payroll Integration to SAGE
- Payroll Integration to NAPA3
- SAP HCM Integration



Hubdrive

Get your first Software Partner Extension NOW!

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