



PROMARK AND SAP ECO SYSTEM

MARK INFORMATION 2020-03-06

6 MARS 2020 – HENRIK TROLLE



MARK INFORMATION IN NUMBERS

38+ Years

4 Countries



60 Employees

450+
Customers

300.000
Daily users

62 mill DKK
Revenue 2019

Mentioned in Gartner's Market Guide for Workforce Management Applications



MARK INFORMATION MISSION & VISION

- Mark Information's Workforce Management solution, ProMark, enables customers to optimise productivity and generate savings through scheduling the right resources, at the right time, for the right job and ensures that resources are remunerated correctly in the most effective way
- Our vision is to be the leading Workforce Management provider to enterprises in the Nordic countries and their international operations focusing on the following segments: Building & Construction, Food & Beverage, Manufacturing, Services and Logistics & Transportation



PROMARK WORKFORCE MANAGEMENT - COMPLETE PRODUCT

TIME & ATTENDANCE

Registration of working hours and deviation reasons validated against collective and local agreements creates the correct payroll basis

SCHEDULING

Rostering and scheduling for effective use of company resources

USER EXPERIENCE

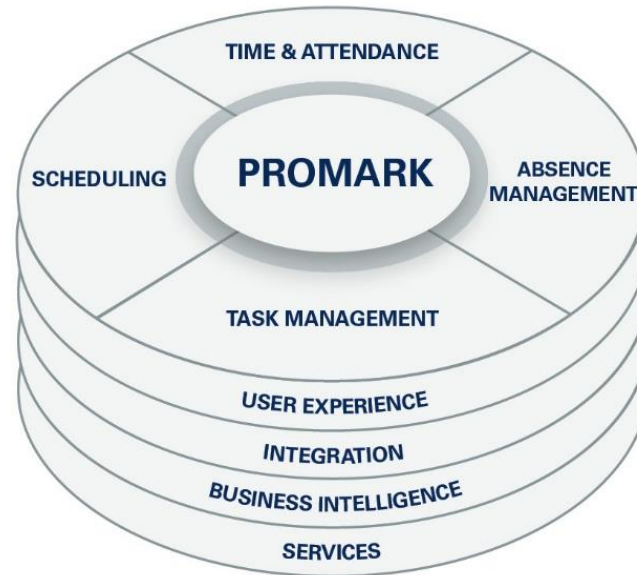
Smartphones, portal and terminals for registration, overview and approvals

INTEGRATION

Standard integration to payroll/HR/ERP ensures secure exchange of important data

BUSINESS INTELLIGENCE

Reports and analysis of data for measuring absence, productivity and savings



ABSENCE MANAGEMENT

Advanced handling of accrual, use and transfer of holiday and sickness management with workflows for follow-up and overview

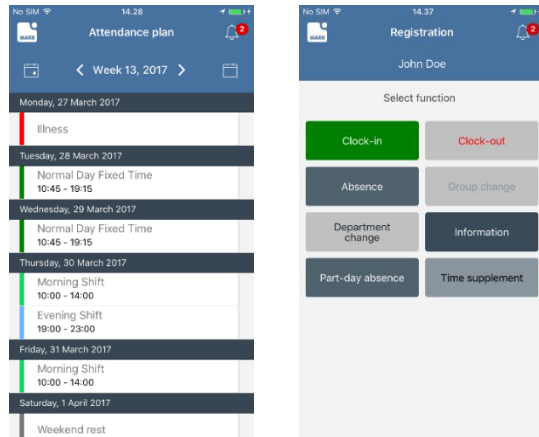
TASK MANAGEMENT

Registration of employee activities (job, project and process) refines ERP data for follow-up on resources and productivity

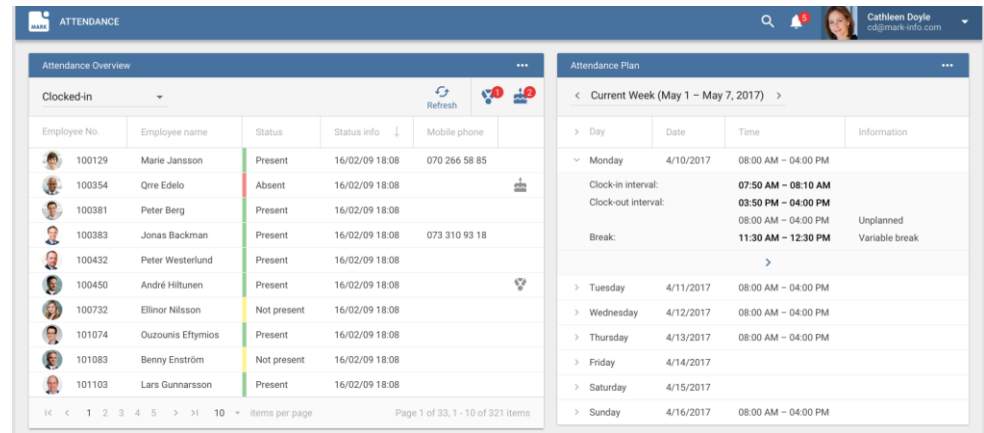


PROMARK USER EXPERIENCES

Mobile app



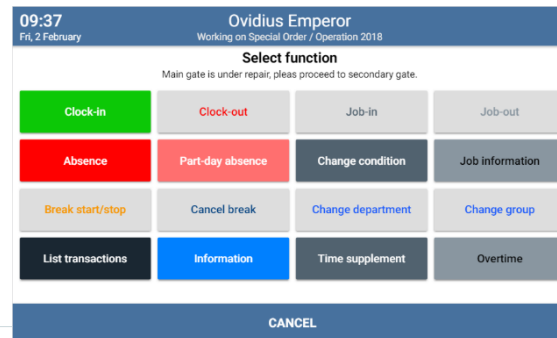
Web portal



Kaba terminals



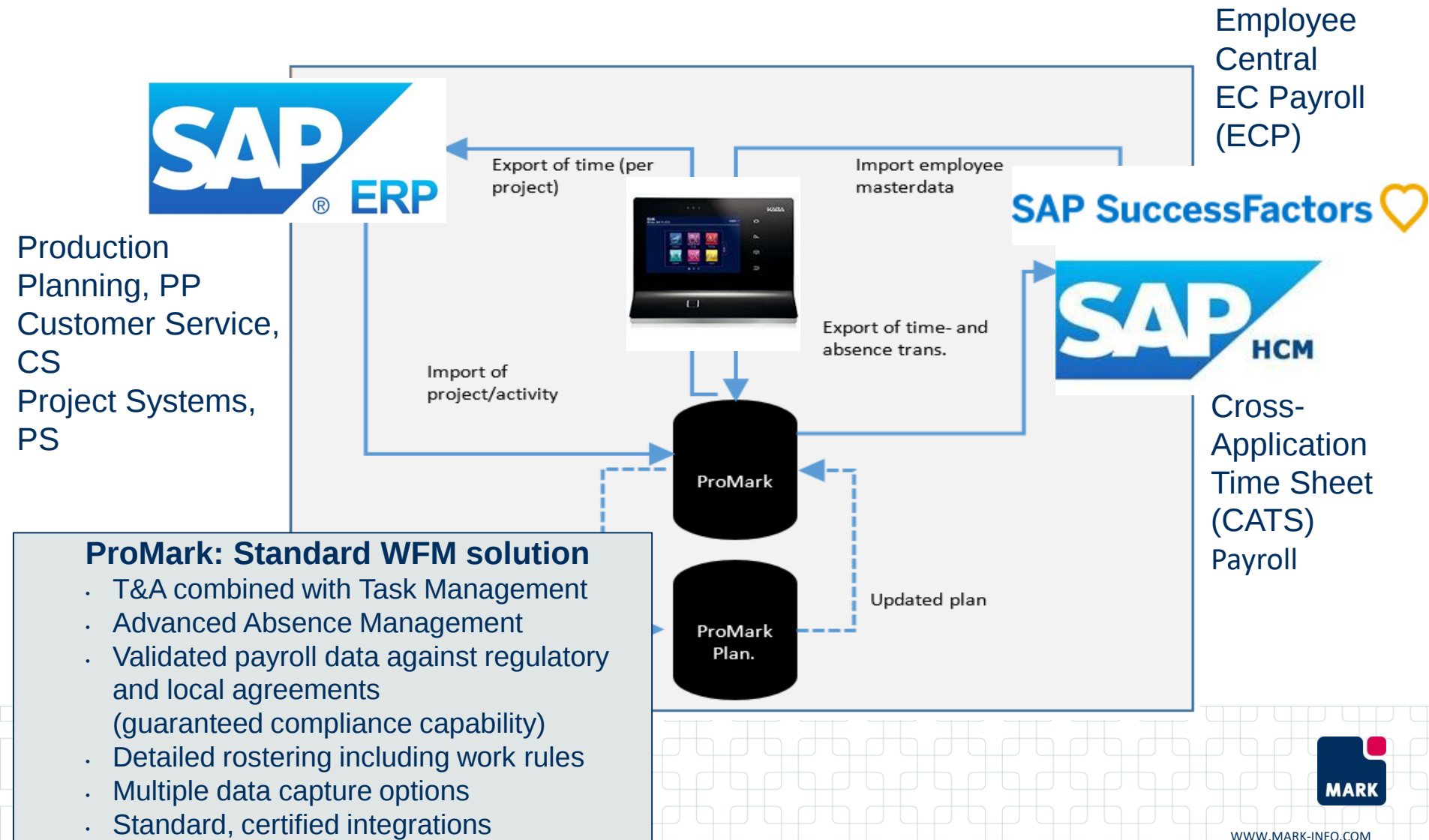
Tablet & PC



PROMARK CUSTOMERS WITH SAP INTEGRATION



PROMARK INTEGRATES TO SAP OPTIMIZING THE WORKFORCE MANAGEMENT PROCESS

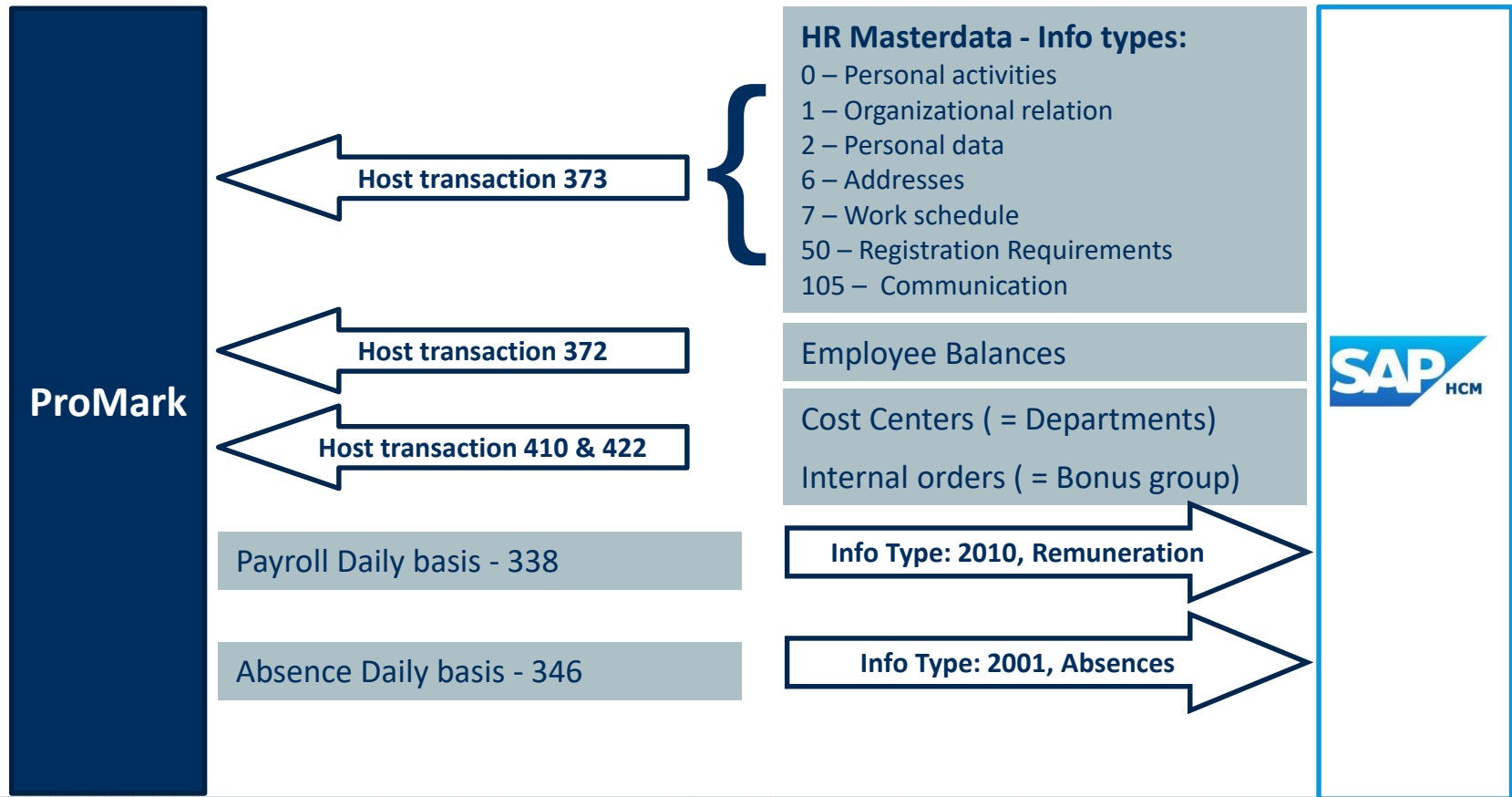


TECHNICAL INTEGRATION OPTIONS

- **IDocs to/from ProMark via RFC calls (HCM + ERP)**
 - Existing and certified integration
 - If integration middleware (SAP PI or similar), then via files, webservices or other data transport options
- **ProMark hosting webservices (act as Server)**
 - Customer unique solution utilize the ProMark REST API's
 - ProHost transactions can be setup as a REST API endpoint (read/write)
 - Flexible field mapping engine
 - Authorize via formbased or OAuth2 authentication
- **ProMark calling SAP/SFSF webservices (act as Client)**
 - Existing and certified integration (mid 2020)
 - Default mapping to be loaded between ProMark and SFSF
 - ProHost has an OData driver
 - Flexible field mapping engine
 - Authorize via formbased or OAuth2 authentication

PROMARK AND SAP HCM

- Standard data integration via ProMark ProHost transactions and Idocs

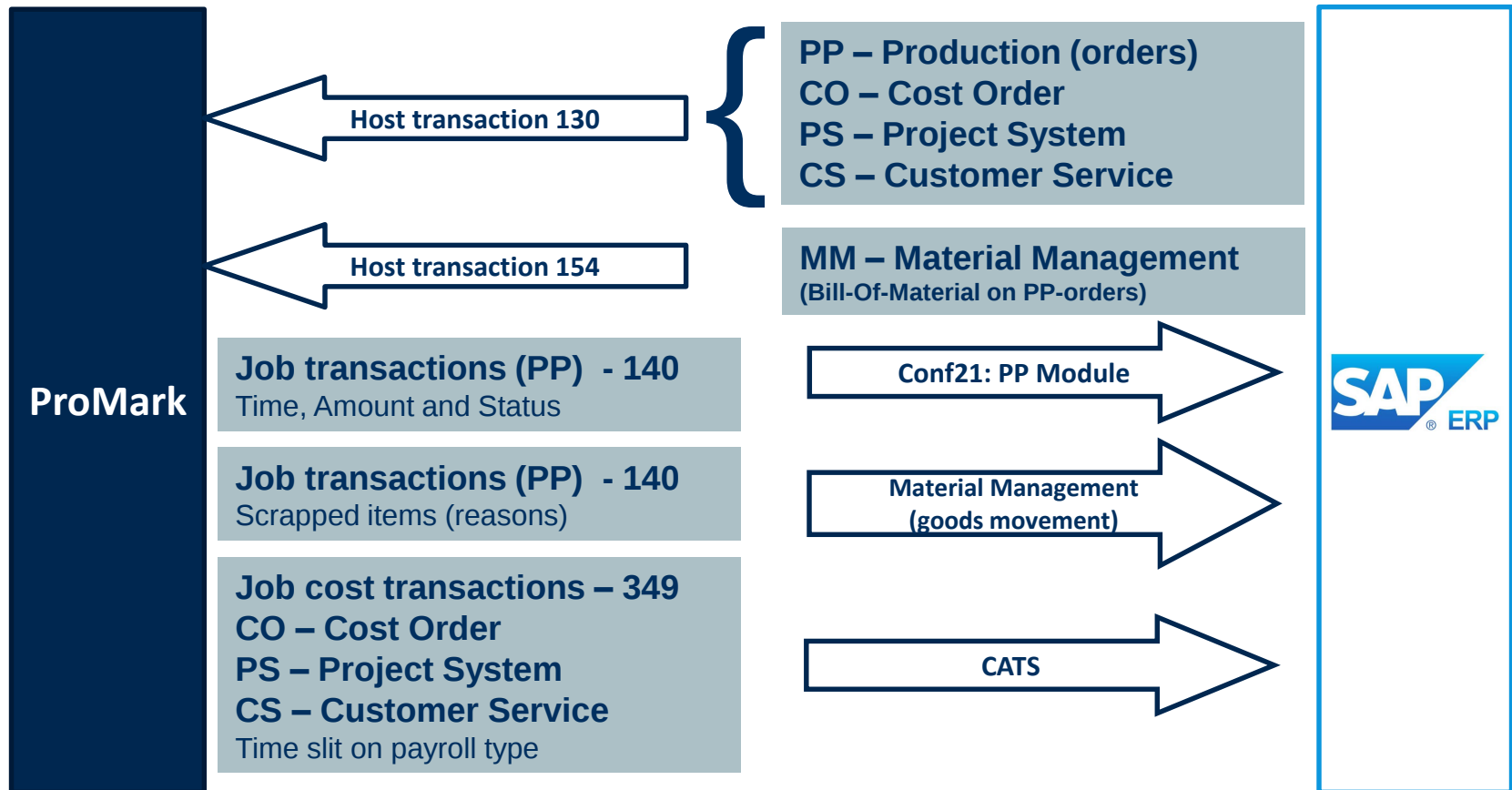


Similar data is exchanged for Employee Central Payroll (ECP)



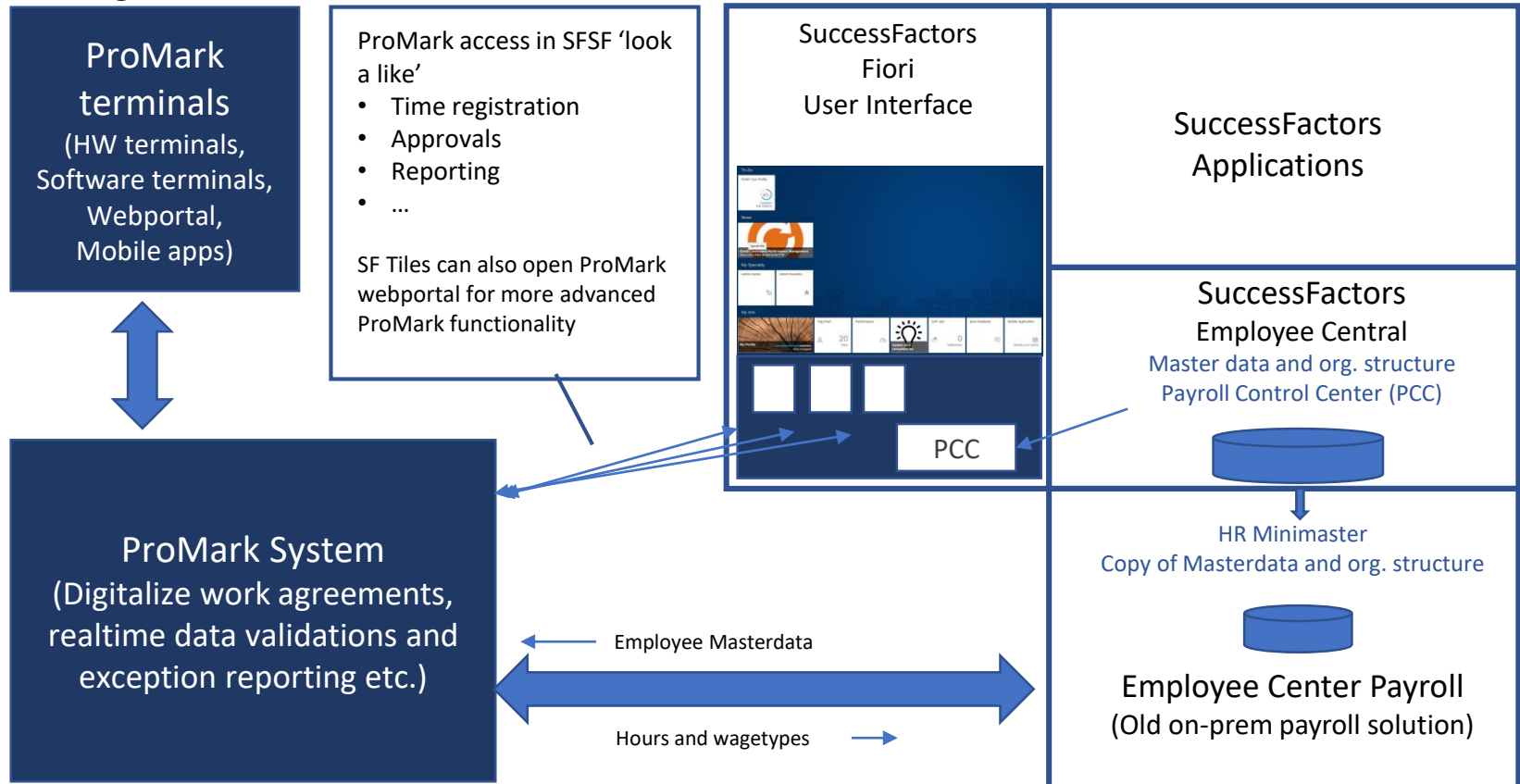
PROMARK AND SAP ERP

- Standard data integration via ProMark ProHost transactions and Idocs



PROMARK AND SUCCESSFACTORS

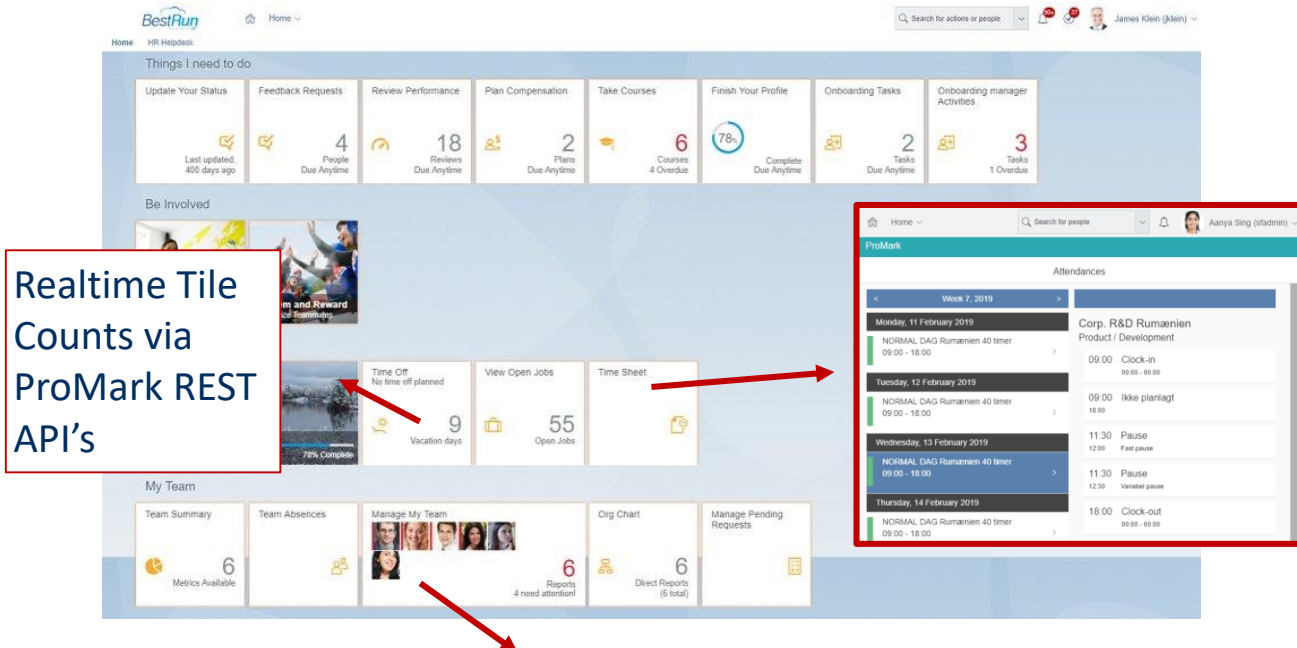
- Standard data integration via ProMark ProHost and user interface integration via tiles and web widgets



Employee Central Payroll (ECP) is based on SAP's on-premise payroll engine and delivered in a hosted environment. Though the core engine of ECP is the same as the SAP on-premise payroll engine; from a development, support and licensing perspective it is a separate product



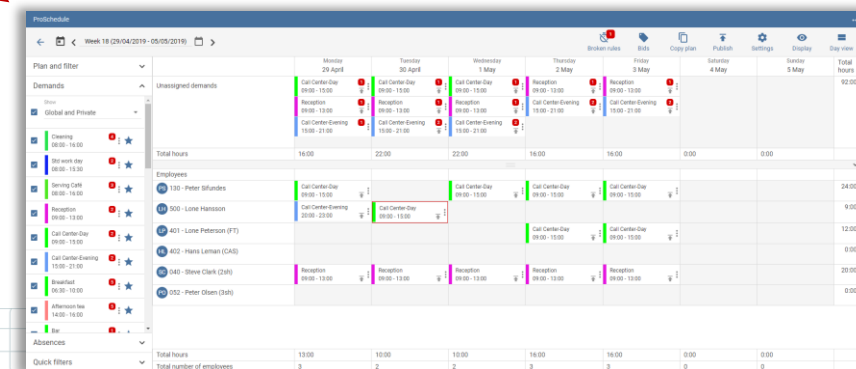
LAUNCHPADS – USER INTERFACE SAMPLE



Realtime Tile Counts via ProMark REST API's

More advanced ProMark features via tiles that redirects to ProMark web portal

Core ProMark features, i.e. attendance plan via tiles that run a SFSF extension (Fiori UI widget) in Employee Central interacting with ProMark REST API's



PROMARK CUSTOMER VALUE ADD

- Ensures validated and correct salary with full transparency for the employee and managers
- Easier standard user interfaces for employees and managers, that automatically drives timely notifications, approvals and validations of data per business rules
- Low TCO and high ROI compared to SAP/SFSF implementations of regulatory and local work agreements, including guaranteed compliance capability
- Enables registrations without being online with SAP/SFSF
- Possibility to roster and re-plan at detailed levels, including team planning flows
- Offers dualism: ProMark combines T&A with Task Management and manages exceptions and deviations
- One standard Workforce Management solution listed in Gartner Market Guide

