



PRESENCE OF IT AND KRONOS FORM STRATEGIC RELATIONSHIP

Kronos looks to trusted partner to gain market share in three key markets

28 January 2014 – Presence of IT, a global leader in human resources/payroll, and workforce management solutions, and Kronos, the world's leading supplier of workforce management solutions, today announced an agreement that enables Presence of IT to resell the full suite of Kronos workforce management solutions in Australia, Singapore, and New Zealand.

Shaun Flannery, Presence of IT's chief technology officer, said this agreement offers customers significant benefits. "With this agreement, Presence of IT can now satisfy our customers' complete, end-to-end HR/payroll needs, making it easy for them to consume licensing, implementation and support. It enables a much more synergistic approach to their human capital management (HCM) systems, extending our current value proposition to deliver fully integrated, end-to-end HCM solutions for our customers."

Kronos and SuccessFactors, an SAP company, announced a partnership earlier this year to integrate workforce management, human resources, payroll, and talent management offerings in the cloud. As part of its new reseller agreement with Kronos, Presence of IT will be the first partner to bring this offering to customers in Australia initially, followed by Singapore and New Zealand.

"The end-to-end HCM market is growing rapidly, largely driven by the ubiquity of cloud services; improved security, regulation and governance; and costs declining through software-as-a-service offerings," Flannery said.

"We needed a trusted partner with the right credentials and market focus to provide customers across Australia, Singapore, and New Zealand with a comprehensive solution that controls labour costs, minimises compliance risk, and improves workforce productivity," said Peter Harte, vice president, Asia-Pacific, Kronos. "If we are to grow our business, we need to extend our reach and bring in partners who are complementary to our own strategic goals."

"We've worked with Presence of IT for more than four years as a primary integration partner, and the level of trust they already have in the market gives us confidence in their ability to deliver an integrated offering to new customers," Harte said.

About Presence of IT

Presence of IT is a leading consultancy and provider of the world's foremost Human Capital Management solutions. We provide thought leadership, strategy, process improvement, software selection advice, implementation, hosting and operational support services to many of the world's largest private and public sector organisations. Our strength is the excellence of our people and our focus is on our clients. This focus has seen us evolve into a global organisation to better support our clients in their respective markets, the world over. More information at: www.presenceofit.com.au.

About Kronos Incorporated

Kronos is the global leader in delivering workforce management solutions in the cloud. Tens of thousands of organizations in more than 100 countries — including more than half of the Fortune 1000® — use Kronos to control labor costs, minimize compliance risk, and improve workforce productivity. Learn more about Kronos industry-specific time and attendance, scheduling, absence management, HR and payroll, hiring, and labor analytics applications at www.kronos.com.au. Kronos: Workforce Innovation That Works™.

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