



## Presence of IT positions for strong growth globally; Appoints Shane Grobler Co-CEO to drive business strategy, sales and marketing

Sydney, 17 March 2015 - Presence of IT, a global leader in HR/Payroll and Workforce Management solutions, today announced the appointment of Shane Grobler as the company's Co-CEO alongside David Brookes.

David Brookes, Co-CEO Presence of IT said: "Presence of IT has been very successful in the market because we adopted a specialist approach. We don't try to be all things to all customers. We stick to what we know best and play to our strengths.

"Shane's background has been in sales and business operations, while mine has been in service delivery and support. Our customers and staff expect us to be more hands on and by dividing the function we can have a lot more focus and get a lot more done."

Grobler will be responsible for the sales, marketing, business development, and business operations, while Brookes will look after services delivery and support. The new Co-CEO model will allow Presence of IT to maximise the customer experience by ensuring a more customer-centric approach.

The company has also introduced a number of new support functions and governance structures to ensure the co-CEOs, the directors' board and the organisation are aligned.

Previously, Grobler was Director, Business Transformation and Strategy for Presence of IT, joining the company in early 2013. The company's transformation within the past couple of years has seen a significant investment into execution capability and new talent across Australia, North America and Asia.

"It's time to reap the benefits of our investment," Grobler said, "In Australia we are going strong across all revenue lines but the real opportunity for revenue growth lies within Asia and North America. The market has changed quite dramatically in the last 12 months. Cloud has been introduced into every customer's agenda and this quarter we are experiencing exponential growth.

"My priorities as a Co-CEO will be to make sure we continue the momentum and remain relevant to our customers. We can do this by adopting a holistic approach to meet our customers' need, by leveraging every piece of our business technology offerings, whether SAP, Oracle or Kronos."

Previously, Grobler was acting President and Managing Director as well as Chief Operations Officer, SAP ANZ, responsible for driving all strategic aspects of the business. He had been with SAP in both Australia and South Africa for 17 years.

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About Presence of IT

Presence of IT is Australia's leading consultancy in the world's foremost HR/Payroll and Workforce Management solutions. We provide thought leadership, process improvement, software implementation and support services in human capital management to Australia'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](http://www.presenceofit.com.au).

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