



Personalwolke
HR-Software



SALES PARTNER CONCEPT

Growing together. Benefiting together.

powered by  **workflow**
Simplify your HR

A NETWORK FOR SHARED GROWTH

Our mission is to make HR work in Austria and Germany simpler and more efficient. That's why we want to strengthen our mission together with our partners, creating added value for the HR sector.

With more than 20 years of experience, we can offer comprehensive solutions that ensure our clients successfully implement their projects. We achieve this through our long-standing expertise, a wide range of services, and the willingness to approach challenges from every angle.

Our goal is to revolutionize the market for business solutions in the HR field together with you.

PARTNERSHIP TYPES

Referral Partnership

The Referral Partnership is ideal if you want to recommend an additional product to your existing clients.

Have you heard that someone in your business network is looking for a suitable HR solution? Simply refer the contact to us, and we'll take care of the rest.

- Attractive referral commission
- No specific expertise required
- Partner support from your personal Partner Manager
- Example of our referral partners: Dott. Gregor Strobl

PARTNERSHIP TYPES

Reseller Partnership

The Reseller Partnership is ideal if you want to expand your sales portfolio with our proven HR solution.

You offer our products and handle the sales process – from customer acquisition to contract completion.

Once you, as a reseller, have gained the necessary know-how, there is, of course, the option to switch to an Integration Partnership.

- Attractive margins depending on annual sales
- Pre-sales support in the area of proposal creation
- Discounted reseller equipment, including our time tracking terminal for work and project hours
- Professional partner support from your personal Partner Manager
- Example of our reseller partners: Count IT GmbH, Lohnbot GmbH

Integration Partnership

With the Integration Partnership, you not only sell our solutions but also implement them up to final acceptance at your clients' premises.

- Attractive commissions
- Partner training and certification
- Free pre-sales support
- Access to the download area with materials for sales and marketing
- Access to online demos where the system can be tested or presented to clients
- Discounted reseller equipment, including our time tracking terminal for work and project hours
- Professional partner support from your personal Partner Manager

YOUR BENEFITS



REVENUE SHARING

As a Personalwolke partner, you participate in our success through attractive revenue sharing and exclusivity (limited number of partner slots per federal state). Based on target achievements and requirements, you can easily advance to a higher level (Gold, Silver, Bronze) and enjoy more benefits and higher margins. Together, we create comprehensive and reliable solutions that offer more than the sum of their individual components. Take advantage of this win-win situation and unlock new revenue potential.



PRODUCT-SPECIFIC TRAINING & SUPPORT

We make it easy for you to get started with product-specific training and free support from our Partner Managers. Free demo access, as well as documentation for system installation and initial setup, are also provided. Extensive marketing materials strengthen your sales efforts and support you sustainably in acquiring new clients.



JOINT SALES & MARKETING ACTIVITIES

We support your sales efforts with joint marketing and sales activities such as mailings, social media campaigns, presentations, and more. Through joint campaigns, webinars, or trade show appearances, you position yourself as an expert in digital HR solutions. Additionally, you gain access to our expertise and documentation.

PERSONALWOLKE

FOUR TOPICS – ONE PORTAL

Personalwolke combines time tracking, project time tracking, and travel expense management in a single web-based HR software portal. A unified and easy-to-use interface ensures quick onboarding.

The modules can be used individually or as a complete solution, either as Software-as-a-Service (SaaS) or as an on-premise option within the company. In the cloud version, the transparent billing model based on users and months ensures predictable costs.

Time Tracking

- Location-independent & easy to use
- Prepares payroll
- Detailed reports
- Digital approval process

Personnel Management

- Digital personnel files
- Dashboards & reports
- Digital pay slips & salary reporting
- Competency management

Travel Expenses

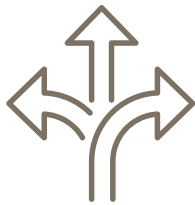
- Digital travel expense management
- Upload receipts directly
- Automatic expense calculation
- Integration with payroll

Project Time Tracking

- Real-time entries, live or via start/stop function
- Productivity reports
- Integration with time tracking
- Export to third-party systems

OUR VALUES

The problems and concerns our clients face in managing their personnel inspire our products. The successes and experiences of recent years have motivated us to continuously expand our product offerings. Creative solutions are developed collaboratively within our team and implemented on a solid architecture, ensuring that changes in processes or software are never an issue. As an innovative company, we love building relationships with our users and listening to their feedback.



FLEXIBILITY

HR software must be customizable



SIMPLICITY

HR software must be simple and intuitive



ACCURATE PAYROLLING

Implementation of collective agreements and company policies



CUSTOMER & PARTNER FOCUS

First-class, personalized support

WHAT WE BELIEVE

We believe that not everything that is technically possible is also useful. Good HR software must be balanced and transparent, providing value for both employers and employees.



AWARDS

At the beginning of 2019, our software solutions were awarded the “Technology Excellence Award” in the Time Tracking category as part of the PUR HR 2019 study. 1,900 companies from various industries were surveyed about their HR software solutions. Our solutions stood out particularly in the categories of functionality, user-friendliness, and intuitive operation.



YOUR CONTACT PERSON

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