

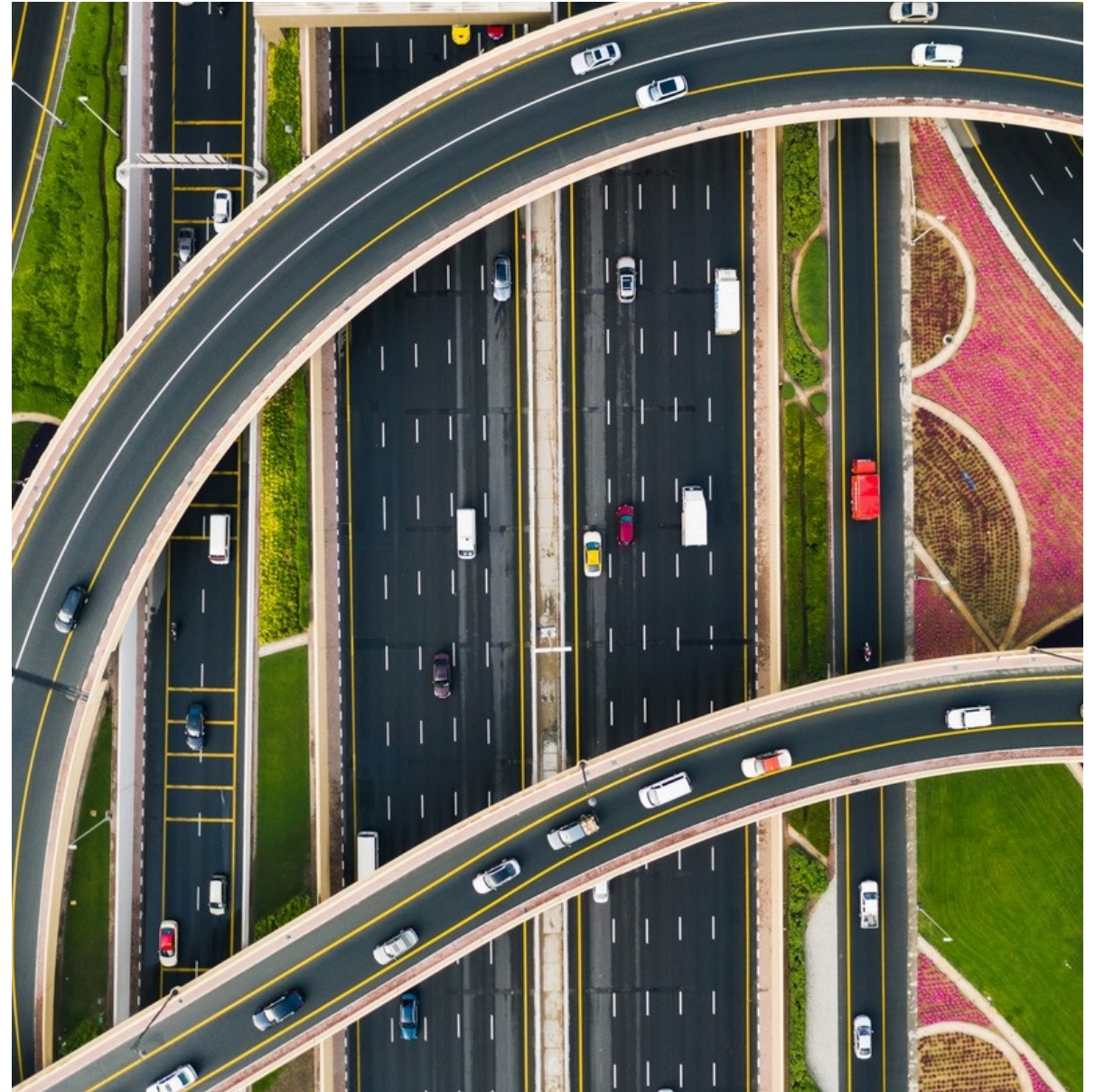
# Mazars Workforce Management

## Services & Capabilities



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1. About Mazars
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3. System Integrations and Microsoft
4. Our Workforce Management Team



# 01

Section 01:  
**About Mazars**



# About Us

Mazars is a leading international audit, tax and advisory firm. Operating as a united organization, we work as one integrated team, leveraging expertise, scale and cultural understanding to deliver exceptional and tailored services in audit and accounting, as well as tax, financial advisory and consulting services.

**90+**

Countries and territories

**24,000+**

Professionals

**318**

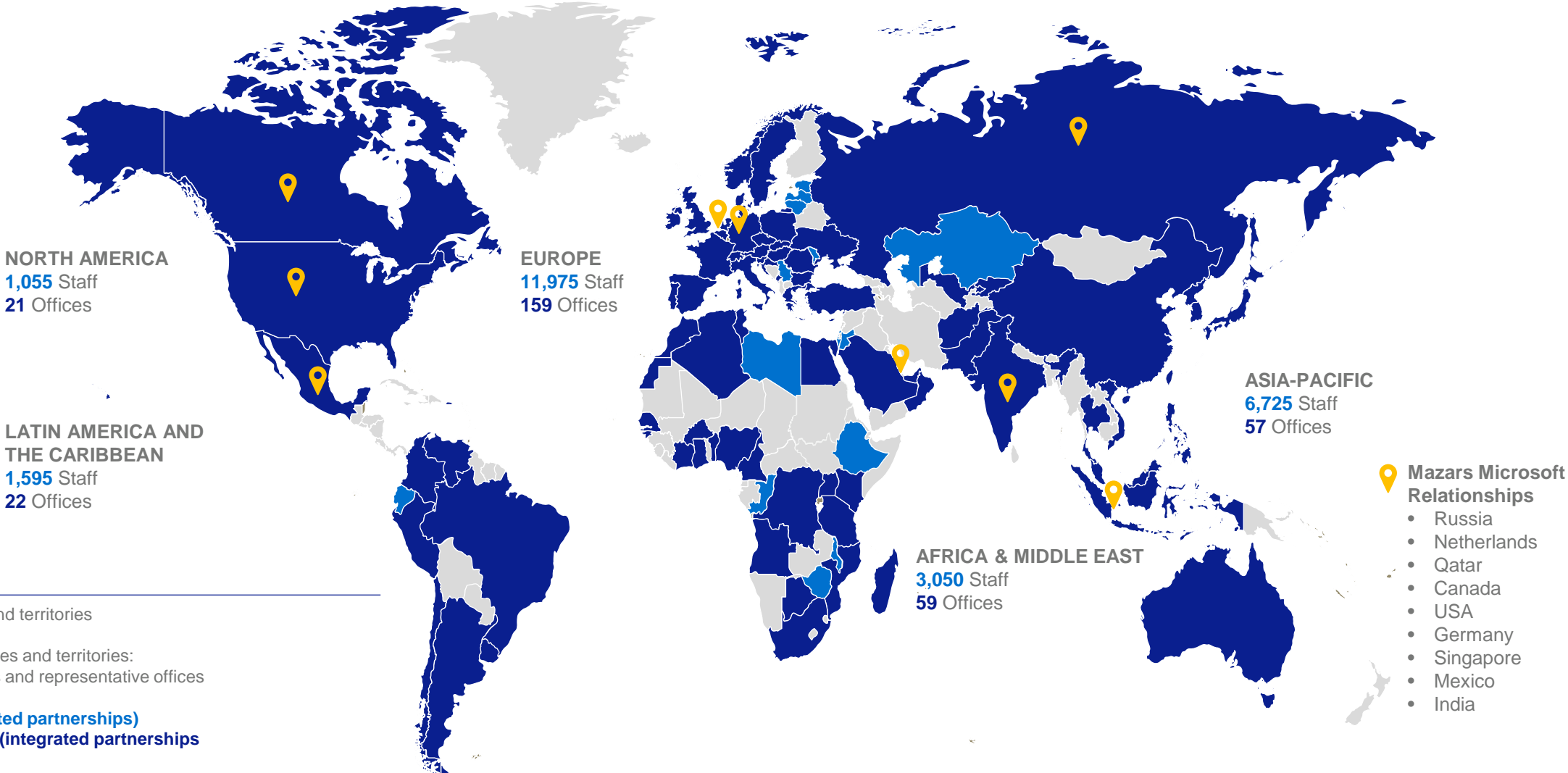
Offices

**1,100**

Partners worldwide



# Serving Our Clients Worldwide



Integrated countries and territories

Non-integrated countries and territories:  
Mazar correspondents and representative offices

**STAFF\*** (FTE/Integrated partnerships)  
**Number of OFFICES** (integrated partnerships)

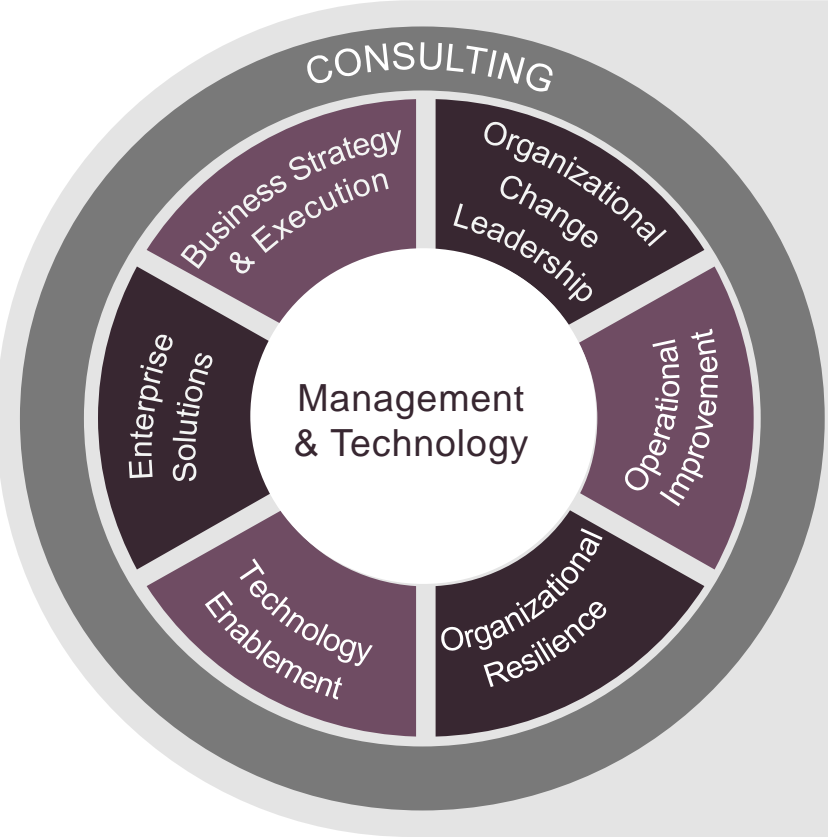
Valid as of January 1, 2020  
\*FTE at August 31, 2019

- Mazars Microsoft Relationships**
- Russia
  - Netherlands
  - Qatar
  - Canada
  - USA
  - Germany
  - Singapore
  - Mexico
  - India

# Management & Technology Consulting

## How We Can Help

We work with clients to plan and execute mission-critical projects related to strategy, operations, resilience, technology, and leading our clients through complex change. Our professionals offer a unique combination of industry expertise and hands-on delivery that helps clients adapt to, and thrive in, an ever-changing business, technology, and regulatory environment.



- Business Strategy & Execution**
  - Strategy Articulation & Alignment
  - Post-Merger Integration
  - Project Management PLUS+

- Organizational Resilience**
  - Business Continuity Planning
  - Crisis Management Planning
  - Disaster Recovery Planning
  - Emergency Management Planning
  - Pandemic Planning

- Organizational Change Leadership**
  - Change Readiness Assessments
  - Change Management Planning, Design and Development
  - Communications Strategy, and Execution
  - Leadership/Stakeholder Engagement
  - Strategic Facilitation Services
  - Training and Infrastructure Design

- Technology Enablement**
  - Cloud Strategy & Migration
  - Data Analytics
  - Enterprise Technology Solutions
  - IT Architecture, Design & Implementation
  - IT Assessment, Strategy & Roadmap
  - Technology Evaluation & Selection

- Operational Improvement**
  - Business Process Improvement
  - Operational Assessments
  - Organizational Design
  - Process Automation (RPA)
  - Supply Chain Operations

- Enterprise Solutions**
  - Application Development and Data Integration
  - CRM/CE Solutions
  - ERP Solutions
  - Robotic Process Automation (RPA)
  - Systems Integration – Microsoft
  - Workforce Management Solutions (WFM)

# 02

Section 02:

**Workforce Management & Microsoft Dynamics 365 HR**

# Workforce Management & Microsoft Dynamics 365 HR

## How we can help

Through our partnerships and strategic alliances, Mazars offers a unique blend of implementation and strategic services to ensure our customers are maximizing both the use of technology and creating value on their investment.



### Workforce Management

- Human Resources (HR)
- Time & Labor Management
- Staffing & Scheduling
- Workforce Productivity & People Analytics



### Human Capital Management

- Succession Planning
- Organizational Management
- Financial Management
- Compensation Management
- Workforce Planning
- Performance Management
- Learning & Development



### Microsoft Partnership

- Dynamics 365 HR
- LinkedIn Learning
- LinkedIn Recruiter & Talent Hub



### Payroll Extensions

- ADP Payroll Integration
- ADP Accounting Outsourcing Services (AOS)



# Workforce Management & Microsoft Dynamics 365 HR

## Connected Services & Capabilities

To enrich Mazars' Workforce Management and Microsoft Dynamics delivery model, we also offer additional implementation and consulting services to support our customers growth and varying business needs

### Implementation Services

- Requirements Gathering
- Technology Selection
- Enterprise Deployment Planning
- Infrastructure Design
- Data Management & Integration
- End-to-End Technology Implementation
- Post-Implementation Operating Modeling & Support

### Consulting Services

- Project Management Plus+
- Organizational Change Leadership
- Time & Labor Optimization
- Workforce Compliance Management
- Total Cost & Performance Modeling
- Shared Service(s) Implementation

# 03

Section 03:

**Systems Integrations and Microsoft**

# Systems Integrations and Microsoft Dynamics 365 Overview



## Key Contacts:

**John Accardi**, Principal  
Systems Integration – Microsoft

**Martin van de Pol**, Director  
Systems Integration – Microsoft

**Will Wirtz**, Director  
Systems Integration - Microsoft

The Microsoft Systems Integration Practice delivers and implements end-to-end ERP and CRM solutions for organizations. Our core business centers around taking our clients through a digital transformation journey supported by proven implementation methodologies. We guide clients on their digital transformation journey by multiplying their capabilities to help them harness the power of innovation and bring value to their operations. Our focus is on the Microsoft D365 stack consisting of Finance, Supply Chain and Commerce (ERP), Customer Engagement, Contact Center Field Service (CRM), HR all supported by the Power Platform, including PowerApps, PowerBI and more. For specific capabilities not supported by the Microsoft platform natively we offer innovative industry software and IP as well as strategic partnerships Microsoft certified 3<sup>rd</sup> ISV solutions.

## Approach:

Our approach is centered around proven implementation methodologies consistently starting with an upfront detailed analysis and requirements definition phase. Subsequent design, build, testing, validation and go-live support activities can either be delivered in an agile, waterfall or hybrid methodology. For customers that are already deployed we provide a 24/7/365 Managed Service and Support offering.

## Practice Strengths:

- Dedicated and experienced teams for project implementations and client engagements with over 50+ Microsoft certificated professionals, providing a great depth and breadth of Dynamics delivery experience across the globe.
- Strategic Microsoft alliance and partnership.
- Leveraging Mazars' legacy of high customer retention
- Leveraging and extending the Mazars PMO and OCM capabilities.

## Sales Resources:

Dedicated Dynamics resources, including sales, presales architects, functional consultant and technical delivery capabilities.

## Go-to-Market Strategy:

- Accelerate digital transformation for enterprise and mid-market customers.
- Drive the adoption of Microsoft's Intelligent Business Cloud platform (Microsoft Dynamics 365, Office 365 and Azure)
- Provide our customers with an all-encompassing multi-cloud strategy through our Managed Services offering
- Pre-build BI & Power Apps into deals to deliver intelligent data and actionable insight
- Use our 3<sup>rd</sup> parties, industry solutions and accelerators as differentiators in the marketplace.
- Drive additional revenue by incorporating other Microsoft products (e.g. SharePoint, Azure, Teams)

## Focused Industries:

- Banking & Capital Markets
- Consumer Products
- Healthcare & Life Sciences
- Industrials
- Professional Services
- Public Sector
- Manufacturing

# Systems Integrations and Microsoft Delivering Microsoft Business Applications

## Microsoft Dynamics 365

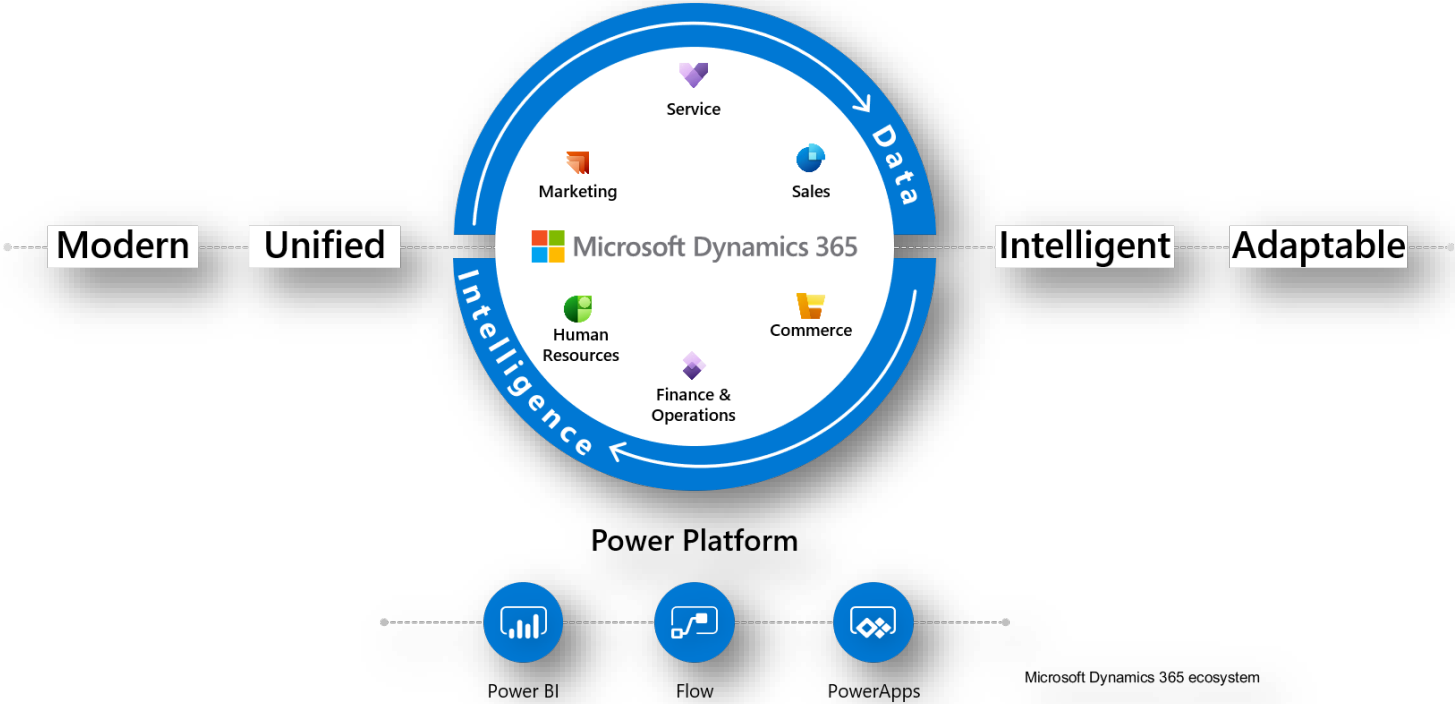
Dynamics 365 applications work seamlessly together for a comprehensive solution that runs your entire business—including sales, marketing, service, operations, and commerce.

## Microsoft Power Platform

Power Platform connects hundreds of apps into a single, end-to-end business solution. It improves functionality and workflow speed, leveraging advanced automation to increase agility and help organizations of all sizes to analyze data, build solutions, automate processes, and create virtual agents.

## Microsoft Azure

Microsoft's cloud computing platform, allows you to create, deploy, and manage your cloud-based applications around the world, no matter the scale.





# Systems Integrations and Microsoft

## Our Services and Capabilities

We help organizations consolidate and optimize legacy platforms to maximize efficiencies, improve business models and outcomes, and achieve digital connectivity. Our end-to-end solutions in automation (RPA), ERP, cloud, analytics and IT infrastructure help our clients perform better and faster through agile delivery methods

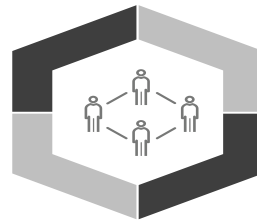
### Mazars' System Integration – Microsoft



#### Cloud

Public | Private | Hybrid  
Advisory Services

- **IAAS Private**
  - Hybrid
  - Azure
  - AWS
- **Managed Services**
  - Azure
- **Office 365**
- **SharePoint**
- **SQL Server Solutions**



#### Customer Experience

End-to-End Insights and  
Automation

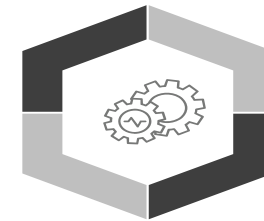
- **Customer Voice**
- **Dynamics 365 CE**
- **Dynamics 365 Sales**
- **Dynamics Contact Center**
- **Field Service**
- **Mazars IP & Accelerators**
- **Power Platform**
- **Teams**



#### Data

Intelligent Data and  
Actionable Insight

- **Customer Insights**
- **Cortana**
- **Customer 360**
- **Mazars' Analytics**
- **Power BI**



#### Productivity & Operations

Public | Private | Hybrid  
Advisory Services

- **Dynamics 365 Commerce**
- **Dynamics 365 Finance**
- **Dynamics 365 HR**
- **Dynamics 365 Supply Chain**
- **Mazars IP & Accelerators**
- **POS**
- **Power Platform**

# 04

Section 04:

**Our Core Workforce Management Team**

# Our Workforce Management Team



**Chris Page**

**Director, New York, USA**

- Service Line Leader
- 15+ years in Human Capital Management and Workforce Transformation
- Led over 50 successful strategic deployments of HCM and WFM systems



**Jose Sanchez**

**Manager, Florida, USA**

- 10+ years in Business Transformation
- Specializing in Time & Labor Management and Workforce Planning & Implementation
- Expertise in Healthcare, Life Sciences, and Pharma



**S'ha Siddiqi**

**Consultant, New York, USA**

- Specializing Strategy Development and Organizational Resilience
- Industry expertise in Private Sector, Public Sector, and Multi-lateral Organizations



**Cate Hershey**

**Consultant, Maryland, USA**

- Organizational Change Leader
- MS Service Adoption Specialist: Change Management

## Contact

### Mazars

Chris Page

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(e) [chris.page@mazarsusa.com](mailto:chris.page@mazarsusa.com)

(a) 135 W 50th St, New York, NY 10020

Mazars is an internationally integrated partnership, specializing in audit, accountancy, advisory, tax and legal services\*. Operating in over 90 countries and territories around the world, we draw on the expertise of 40,400 professionals – 24,400 in Mazars' integrated partnership and 16,000 via the Mazars North America Alliance – to assist clients of all sizes at every stage in their development.

\*where permitted under applicable country laws.

[www.mazars.com](http://www.mazars.com)

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