

HR is ready to welcome you on board

Everything you need to capitalise on a great sales opportunity

From multinationals to sole traders, there's a Human Resources (HR) function in every business. People with HR responsibility are often time-poor multitaskers looking to improve productivity and save their business money. They want to make admin easier, quicker, and more efficient. With the rise in homeworking, the digitisation and management of information has never been so important. HR is moving towards digital transformation and scanning is the critical first step.

Challenges faced by non-digitised HR functions today



Processing information

Admin-heavy, paper-based systems mean inefficient record keeping. Centrally-stored files inhibit remote access and are a security risk.

120

days every year are spent on admin by SMEs¹



Analysis and insight

Manually analysing paper-based data takes too much time. Manually monitoring diversity, pay transparency and benchmarking for compliance is difficult.

71%

of HR managers struggle to access data or analytics²



Handling and storing employee data

Paper-based data is complex and takes time to navigate. Storage and access limitations make data-handling laborious, expensive and prone to human error.

21%

of an organisation's productivity is lost due to information management inefficiencies³



Staff communication

Managing version control and keeping employees updated across multiple locations is difficult.

74%

of employees feel disconnected⁴

Benefits of a digital HR function

More accessible and secure data with efficient workflows strengthen employee engagement and regulatory compliance.

Digital transformation of HR enables greater...



Accessibility: making employee records and data accessible from anywhere with user access rights



Security and compliance: making it easier to secure digital files and set automatic data-retention rules for GDPR compliance



Workflow efficiency: making data storage and processing more efficient with fewer errors



Employee engagement: keeping employees informed and motivated with easier workflows and less admin time.

A more intelligent way of working

Scanning technology has a big role to play in creating the digital HR function.

Companies see scanning and image capture as the first step of the digital transformation journey.

Reduction of paper processes is a way to make HR workflows leaner, reduce storage space and free employees from tedious tasks.

Central electronic storage of employee data, CVs, training and certification and so on makes it easier to access, easier to secure and easier to ensure compliance.

This in turn helps to lower costs and create a more productive workforce.

It also opens the doors for new ways of thinking and future proofing the business.

54%

of organisations view scanning as an important digital transformation enabler⁵

The ideal customer

A dedicated scanner solution can help all industry sectors and company sizes, but the ideal businesses to target will have at least some of the following characteristics:

- ✓ A small HR function or HR being taken care of by individuals with other responsibilities too
- ✓ HR processes are predominantly paper based
- ✓ Keen to move towards digitisation but not sure where to start
- ✓ Worried about GDPR compliance
- ✓ Lack a dedicated scanner capable of high throughput

Customer triggers / opportunities to sell

Look out for businesses that:

- ✓ Have a lot of HR activity, such as hiring new staff, managing furlough arrangements or running training programmes
- ✓ Have a growing number of staff working from home who require remote access to HR files
- ✓ Are downsizing office space and need to cut down on physical storage
- ✓ Are worried about GDPR compliance and penalties
- ✓ Need to upgrade/replace their multifunction printer/scanner
- ✓ Are interested in digitisation but have a limited budget and see scanning as a good first step

Customer purchasing considerations

When customers are considering an upgrade to a dedicated scanner they should evaluate:

Capacity: What scanning throughput is required?

Integration: How well will it integrate with existing hardware, applications and processes?

Software: What will the scanner be used for and are there any complementary HR applications which would be required?

Size: Where will it be located and are there any size constraints or mobility requirements?

Costs: What is the overall budget and the most cost-effective solution for the purpose?

Reliability: How reliable is the solution?

Upgrades and maintenance: What are the ongoing costs and servicing plans?

How PFU meets customer HR needs

PFU scanning technology gives you an opportunity to help customers that are striving to adopt new HR working practices to achieve workflow efficiencies, accessibility, security and compliance.

Effortless: Dependable, high-quality scanning makes capturing paper-based HR data effortless

Economic: Digitising HR processes and streamlining workflows to deliver efficiencies and cost savings

Time-saving: Less time spent on admin means more time to focus on core activities

Augmented by ISV partner capabilities

Action plan for your success

1. Understand the proposition to HR

2. Identify opportunities in your base

3. Target opportunities via email and phone

4. Arrange a webinar/ virtual event*

5. Follow up opportunities

*Talk to your Partner Manager or email marketing@uk.fujitsu.com for support

For more information

Watch our webinar, 'Driving digital efficiencies in HR'

Download our HR use cases

Speak to your Partner Manager or email marketing@uk.fujitsu.com