

# Solution Essentials

## EMPLOYEE CENTRAL

September 2020

The Employee Central (EC) Quick Reference Guide provides resources to explore and learn about SAP SuccessFactors *Employee Central* solution.

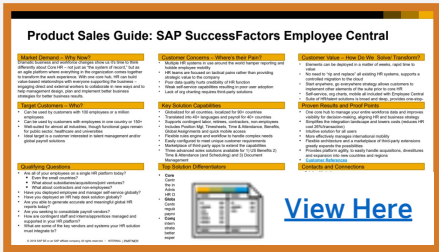
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### Sales to Sales – Kickoff Video

**Nick MacIlvain, Global Vice President, Employee Central**

Come back soon to hear about SAP SuccessFactors Employee Central and the value it offers our customers.



### Employee Central Sales Guide

The Employee Central Sales Guide provides a one-page overview of target customers, qualifying questions, key solution capabilities, differentiators and proof points.

## About the Solution

### Introduction

The SAP SuccessFactors Employee Central solution is a flexible, global core HR solution that helps you meet the expectations of your customer’s people and the needs of your customer’s business.

[Solution Overview Video \(2:15\)](#)

[Product Journey Video \(1:02\)](#)

### Business Need

Employee Central will:

- Support a diverse, mobile & global workforce with a consistent system of record
- Meet compliance and localized needs
- Create an environment of agility with impact and outcomes
- Select & deliver benefits to meet employee expectations and evolve to their needs
- Manage a global workforce on a single platform

[Business Need Document](#)

### Value Proposition

We uniquely transform core HR so it’s more engaging and effective through:

- Mobile first, digital HR experience
- Comprehensive, flexible & intelligent solutions
- Deep localization embedded within
- Secure, connected & world-class platform

[Value Proposition Video \(3:54\)](#)

### Solution Highlights

How can you provide a core HR system that meets the global needs of your business and engages your workforce? Let’s take a look at how EC supports core HR processes for your total workforce.

[Solution Brochure](#)

[Solution Highlights Document](#)

### Partners

The Employee Central Payroll Partner Ecosystem offers numerous solution extensions and services to provide value for your customer.

[Employee Central Partner Ecosystem](#)

## Position to Sell

### Positioning

Leverage resources to help position EC to solve your customer’s needs.

[Messaging Guide](#)

[Employee Central L1 Deck](#)

[Employee Central L2 Deck](#)

### Market Opportunity

Dramatic business and workforce changes show us it’s time to think differently about Core HR – not just as “the system of record,” but as an agile platform where everything in the organization comes together to transform the work experience. With one core hub, HR can build value-based relationships with everyone supporting the business – engaging permanent and external workers to collaborate in new ways, using consumer-style tools and social HR, and to help management design, plan, and implement better business strategies for better business results.

### Account Qualification & Discovery

Employee Central can be deployed in multiple ways, so don’t take no for an answer. Keep digging and don’t give up easily.

[Never Say Never Document](#)

### Objection Handling

Recognize and understand customer objections and how to respond to them.

[Handling Objections Document](#)

### Solution Demo

Familiarize yourself with the features and functions of the Employee Central solution.

[2-minute Mobile Demo](#)

[5-minute Demo](#)

## Success Stories



[Public Success Stories](#)

## Payroll Help



[EC Help Portal](#)

## More Information



[Solution Website](#)