



## HR MAPS

### One line pitch:

For strategic HR creating values

### Market Analysis:

Based on Markess study, top 3 process HR are willing to digitalize are: - Recruitment - Evaluations & Performances - Trainings All of this is available in HR MAPS. According to Market Media Research, worldwide market of HR software should: - increase by 2,4% a year - to reach 9,2 billion \$ in 2022, driven by talent management area, which is at the heart of HR MAPS. Those figures are strong drivers for a simple yet complete talent management platform.

### Value proposition:

All HR information in companies is spread out in different pieces and different places, often in Excel files. HR MAPS is the ALL-IN-ONE platform which aggregates all collaborator's information in one place. - Collaborators can manage their career, access to training catalogue, interact with HR, ask for absences ... - Managers can drive their team from an HR perspective, and propose evolutions, coaching, run interviews ... - HR can analyze all data collected in order to plan for capital development, for instance analyze competency map ... HR MAPS is for talent map, and also covers all collaborator's lifecycle in a company through 4 blocs : MEASURE, ATTRACT, PLAN and SUCCEED

### Business Model:

1/ HR MAPS works in SaaS mode, and as such generates recurring revenues. The pricing is based on collaborators managed and depends on number of blocs installed. 2/ For each customer an initial set up fee is invoiced. This includes following phases: analyze, realization, acceptance, go run 3/ Also, HR MAPS has a market place to connect best-of-bread tools to add verify specific features like offline video recruitment, psychometric assessments... This is generating additional revenues when customers buy RTU from us 4/ Our Strategy is to run business at 100% indirect. We are building a network of VAR in different geographical areas: Russia, North and sub-Saharan Africa, France

### IP and Regulatory situation:

HR MAPS intellectual property is wholly-owned by the holding company based in France. The company has subsidiaries in Russia, Tunisia and Morocco. To date, 100% of the holding is owned by the founder. Changes are underway to create a management package of 20% shares for key managers



### COMPANY PROFILE

- **Website:**  
[www.hrmaps.eu.com](http://www.hrmaps.eu.com)
- **Field:**
- **Contact:**  
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- **Location:**  
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- **Founded in:** //10/2014
- **Employees:** 10
- **Financial information (€):**
  - **Company stage:**  
Scalability phase
  - **Capital raised to date:**
  - **Monthly burn rate:**
  - **Capital seeking and date:**
- **Investors:**