



SAP SuccessFactors Human Capital Management Consultants and Implementation Solutions for Core HR and Payroll



Luke Marson
Chief Executive Officer, iXerv Americas

iXerv
www.ixerv.com

Contact:
Luke Marson
302 690 2537
luke.marson@ixerv.com

Interview conducted by:
Lynn Fosse, Senior Editor
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CEOCFO: Mr. Marson, would you tell us about iXerv?

Mr. Marson: iXerv specializes in delivering SAP SuccessFactors HCM (Human Capital Management) suite services. That is a cloud based HR software suite from SAP. We provide all types of implementation and strategic solutions, specifically focused around core HR and payroll.

CEOCFO: What do you like about SAP?

Mr. Marson: SAP has been a leader in business-to-business solutions for decades, and are particularly strong in the HR space, where they have been the leader for over two decades. Now with the emergence of cloud, their acquisition of SuccessFactors gave them a foot-hold into the cloud. They have built on that acquisition to become one of, if not the leader in the cloud HCM software space.

CEOCFO: Who is using your services? Is there a common thread among your clients, such as size, location or type of business?

Mr. Marson: iXerv serve a variety of different customers across the globe. The focus of our business is in the Americas, Northern Europe and Southern Africa. We also serve a wide variety of companies of different sizes and different industries, mainly in the enterprise space. We do not see a particular commonality between customers, but one similarity we do see is that customers are looking for an experienced partner who is going to help them implement a solution to support their HR business processes and help transform their organization and Human Resources.

CEOCFO: Do many of your clients take advantage of the full range of services or pick and choose among several different offerings?

Mr. Marson: All of our customers select SAP SuccessFactors or our partner payroll solution Celergo. However, in terms of services, different customers want different things from us. Some are just looking for core HR, some are looking at having payroll implemented as well, while others might just look at a more strategic service like a health check or one that helps them identify what moving to a cloud technology is going to look like versus a legacy on premise technology. Therefore, we see different needs among different customers, and our variety of offerings and expertise is why we work with such a variety of customers.