

# Unlock New Opportunities in the French Market with local software integrator

## Summary

Profile type

**Business request**

Company's country

**France**

POD reference

**BRFR20250325015**

Profile status

**PUBLISHED**

Type of partnership

**Outsourcing agreement**  
**Commercial agreement**

Targeted countries

**• World**

Contact Person

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Term of validity

**25 Mar 2025****25 Mar 2026**

Last update

**25 Mar 2025**

## General Information

### Short summary

Unlock New Opportunities in the French Market

Expanding into France can be challenging, but with the French company you gain a trusted local partner who ensures a smooth market entry, seamless customer interactions, and expert HRIS implementation. They specialize in supporting European HR tech companies by offering a robust front-office presence, managing customer relationships, and integrating solutions with local HR systems.

### Full description

The French company is looking for European software vendors aiming to expand their footprint in France. Their ideal partners are companies offering innovative solutions in HRIS, workforce management, talent management, payroll, learning & development, or related domains. By partnering with this French company, software vendors benefit from a trusted, on-the-ground partner capable of handling customer interactions, implementations, and ongoing support.

### Advantages and innovations

Expanding into the French market presents unique challenges, including regulatory requirements, cultural differences, and competitive positioning. Resolution-Project bridges these gaps by providing:

#### 1. Market Expertise & Local Knowledge

Deep understanding of French HR and payroll regulations.

Insights into customer expectations, buying behavior, and compliance requirements.

Strong network with local HR professionals, consultants, and industry influencers.

#### 2. End-to-End Customer Engagement & Support

Acting as the local front office, providing direct interaction with customers.

Pre-sales and post-sales support, including product demos and onboarding.

Implementation and customization services tailored to local needs.

Continuous customer success management to ensure adoption and satisfaction.

#### 3. Faster Market Entry & Reduced Risk

Accelerated market penetration with a trusted local partner.

Mitigation of operational risks associated with a new market entry.

Avoidance of costly hiring and infrastructure investments.

#### 4. Seamless Integration with Local HR Ecosystem

Expertise in HR software connectors and integrations with popular French HRIS systems (PeopleSpheres, Lucca, Javelo, Recrutee, Cornerstone OnDemand, Eurécia, Asys, So'Horsys, and others).

Ability to develop custom connectors and API integrations for seamless interoperability.

Facilitating compliance with French labor laws and data protection (GDPR, CNIL, etc.).

The collaboration model is flexible and designed to maximize efficiency and market impact. They offer multiple engagement options, including:

Reseller Model: Acting as an authorized reseller and local representative for your software.

Implementation Partner: Handling software deployment, training, and customer onboarding.

Integration & Customization: Developing tailored solutions to meet local market needs.

Customer Success Management: Ensuring long-term client satisfaction and retention.

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Technical specification or expertise sought

European-based software vendors planning to enter the French market.

HR Tech solutions (HRIS, payroll, talent management, employee engagement, learning platforms, etc.).

Cloud-based, SaaS solutions with scalable architecture.

Companies looking for a local expert to act as the front-facing representative for customer engagement, sales assistance, and implementation support.

A strong commitment to customer success and service excellence.

#### Stage of development

**Already on the market**

IPR Status

#### Sustainable Development goals

• **Goal 17: Partnerships to achieve the Goal**

IPR Notes

## Partner Sought

#### Expected role of the partner

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#### Type of partnership

**Outsourcing agreement**

**Commercial agreement**

#### Type and size of the partner

• **SME 50 - 249**

• **Big company**

## Dissemination

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### Technology keywords

### Market keywords

- **02007011 - Manufacturing/industrial software**
- **02007008 - Business and office software**
- **02007007 - Applications software**
- **02007027 - Other software services**
- **02007022 - Software services**

### Targeted countries

### Sector groups involved

- **World**