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# Mark Barcinski

ProPay

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“ I saw an opportunity to standardize companies' HR procedures. ”

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| <b>COUNTRY</b>       | Brazil   |
| <b>INDUSTRY</b>      | Business/Professional Services                             |
| <b>EMPLOYEES</b>     | 2,300  |
| <b>YEAR SELECTED</b> | 2001   |
| <b>WEBSITE</b>       | <a href="http://www.propay.com.br/">www.propay.com.br/</a> |

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## COMPANY SNAPSHOT

Mark and Alex became close friends while pursuing bachelor degrees in Economics at the Catholic University in Rio de Janeiro. They went on to found ProPay, which provides a unique HR and payroll outsourcing solution which helps companies standardize HR procedures. ProPay's goal is to increase the productivity of clients' workforces while reducing the cost of HR management and administration.

After selection, ProPay became the number two player in the payroll segment in Brazil and expanded their business scope to benefits.

The number of jobs at ProPay has grown by 196% since selection.

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## ENDEAVOR AND PROPAY

The Entrepreneurs have benefited from the Global eMBA and G-Lab programs, several Immersion Tours, and Entrepreneur Summit. Locally they participated in the PEG program and received legal, strategy, HR, and marketing support.