

Workday Adaptive Planning.

Planning Agent.

With most organizations facing heightened and rapidly changing business conditions, much pressure has been put on CFOs and FP&A teams to provide more analytics and make quicker decisions. However, many of these teams continue to face challenges investigating the large volume of data they have access to, identifying relevant anomalies and trends, and ascertaining key insights quickly. This leads to time-consuming tasks and inconsistencies, resulting in minimal time to perform analytics. On average, organizations lose two to three days during a plan cycle performing manual tasks for data analysis, diverting resources from **high-value** work.

It's becoming readily apparent that CFOs, FP&A teams, and all planning stakeholders need to embrace the next evolution in planning, which includes AI-powered capabilities to automate data exploration and other critical tasks to quickly realize data insights that will drive their organizations forward.

Workday Adaptive Planning is an AI-powered planning and analysis platform that automates manual processes to increase organizational efficiency. By embedding AI at its core, the platform enables faster decision-making through a natural language interface where users perform deep data analysis, execute scenario modeling, access contextual help, and more, via simple queries.

Key Benefits

- **Accelerated decision-making:** By embedding AI at its core, Workday Adaptive Planning—and by extension its Planning Agent—enables the organization to make better decisions faster and adapt as things change.
- **Improved efficiency:** Keeps manual intervention to a minimum, helping FP&A teams move away from inefficient, inflexible, and error-prone legacy processes.
- **Extended role-based support:** Enables key role-based skills for analysts, modelers, planners, and admins, including data exploration, variance analysis, scenario planning, KPI monitoring, formula engineering, and more.
- **Enhanced data analytics:** With new features such as **data exploration and variance analysis**, the Planning Agent enables self-driven analysis. This empowers users to explore planning data on-demand, ask questions, and uncover meaningful patterns and insights, including anomalies and material variances, complete with root-cause analysis. It also generates supporting visuals and charts to further enhance the analysis.
- **Accelerated user adoption:** With the new natural language interface, users of any skill set interact with the Planning Agent to easily gain deeper data insights, as well as obtain intuitive application guidance, making planning accessible to everyone.

Workday Products

Workday Adaptive Planning

- Planning Agent

The **Planning Agent** further transforms planning into a strategic, data-driven process by delivering **role-based skills**. It acts as an expert partner across the organization by:

- **Automating insights:** Rapidly identifies material variances and surfaces important trends using AI-powered relevance rankings.
- **Optimizing workflows:** Automatically generates complex scenarios and recommends optimal actions to improve forecast accuracy.
- **Automating planning velocity:** Eliminates hours of manual data manipulation to drive strategic alignment and faster business outcomes.

Version 1: Working Budget Version 2: Actuals Time: Q1 2026 Level: Total Company					
	Working Budget	Actuals	Zone	% Var	Var
Revenue					
4100 Product Revenue	21,047,091	24,579,026	✓	12.51%	3,732,735
4200 Services Revenue	11,212,039	9,997,059	✗	-10.84%	-1,214,980
4300 Maintenance Revenue	365,180	364,417	✗	-0.21%	-763
Total Revenue	33,424,310	34,941,302	✓	4.54%	1,516,991
Cost of Goods Sold	12,459,194	10,315,845	✓	-17.20%	-2,143,350
Contribution Margin	20,965,116	24,685,457	✓	17.76%	3,723,341
Expenses and Allocations					
6000 Operating Expenses					
6100 Payroll	8,036,467	8,369,544	✗	4.14%	333,077
6200 Taxes & Benefits	1,997,716	1,977,060	✓	-21.06%	-420,656
6300 Office Expenses	484,637	664,965	✗	37.21%	180,328
6400 Travel & Entertainment	478,195	3,125,415	✗	553.59%	2,647,220
6500 Marketing	35,115	34,913	✓	-0.58%	-203
6999 Other Expense	17,696	11,714	✓	-33.80%	-5,982
Total 6000 Operating Expenses	11,049,820	13,783,613	✗	24.74%	2,733,793
7000 Allocations					
7010 IT Allocation	0	0	✓	0.00%	0
7020 Office Rent Allocation	0	0	✓	0.00%	0
7030 Training Allocation	0	0	✓	-100.00%	0
7040 HR Allocation	0	0	✓	0.00%	0
7050 EXEC Allocation	0	0	✓	0.00%	0

Report Summary

This report provides a summary of the financial performance by comparing 'Actuals' against the 'Working Budget', highlighting key variances and their drivers.

Overall Performance

- Net Income showed a positive variance, exceeding the Working Budget by \$908,367.62, representing a 9.19% increase. This positive outcome is primarily driven by a significant increase in Contribution Margin and a decrease in Cost of Goods Sold, despite higher operating expenses.

Key Account Variances:

- Contribution Margin: Increased significantly by \$3,723,340.83 (17.76%) above the Working Budget. This is a major positive driver for the overall Net Income.
- 4000 Revenue: Exceeded the Working Budget by \$1,516,991.13 (4.54%). This indicates stronger-than-expected revenue generation.

Show Suggestions

How can I help you?

Accelerate data exploration across multiple scenarios, variables, and dimensions.

With Workday Adaptive Planning, all organizations are well equipped to plan across a number of dimensions, producing detailed models based on multiple scenarios so users can collaborate and execute on outcomes.

Now, by leveraging the Planning Agent's **data exploration skill**, you and your team will be able to gain immediate analytics and deeper, quicker insights across your multidimensional plans. For example, in seconds, you could explore top-performing operating revenue areas by region, by business unit, by product, and by channel with concise performance summaries and charts to highlight trends, just by asking natural language questions or selecting recommended actions. This will allow your team to uncover valuable insights quickly, enhancing the ability to make well-informed decisions with minimal effort.

Expedite variance analysis and deepen data insights.

Today, Workday Adaptive Planning provides your team with flexible, intuitive reporting capabilities to support real-time variance analysis across any scenario you require (actuals, budget, forecast, strategic plan, what-if scenarios, etc.).

The Planning Agent's **variance analysis skill** now delivers AI-powered variance analysis that elevates this process with automation, accuracy, and insights by pinpointing and clearly providing concise variance summaries and explaining the source behind every deviation. This skill quickly breaks down variances by dimensions and attributes, allowing any user to understand key anomalies. It provides a high-quality, unbiased baseline so planners and analysts can move straight to validation and action.

Extend AI-powered actions with expanded role-based skills.

The Planning Agent uses intelligence and automation to transform how work gets done across the planning lifecycle. As it evolves, it will continue to deliver role-based skills for analysts, modelers, planners, and admins, including **data exploration, variance analysis, scenario planning, KPI monitoring, self-service, formula engineering**, and more. These skills will enable different types of planning stakeholders to focus on high-value decision-making rather than data manipulation, accelerating planning cycles and measurable business outcomes.

Supercharge AI insights and planning with Elastic Hypercube Technology.

Built with Elastic Hypercube Technology and with embedded Workday AI at its core, Workday Adaptive Planning offers power, scalability, and performance without compromising ease of use. This technology not only calculates complex models but also adds memory and computational power as necessary to evaluate model elements in parallel. Due to its unique design, Planning Agent data insights can be delivered to users in one view from anywhere in the model. Additionally, tight linkages with Microsoft Office and Google Sheets enable quick ad hoc analysis and creation of board reporting on the fly, including Ask Workday and Planning Agent capabilities.

Improve outcomes while streamlining processes.

For today's organizations, it's more important than ever to increase predictability of revenue, costs, and other financial metrics. This requires a unified platform that fosters collaboration in planning across the business. Workday Adaptive Planning, with its AI-powered capabilities and the **Planning Agent**, makes it possible to model, report, analyze, and plan quickly across the entire organization to make smarter decisions, gain business agility, and enhance processes where it matters most. The result is a leaner, more responsive organization that's well equipped to keep up with the pace of change.

To learn more about Workday Adaptive Planning for your organization, visit: workday.com/planning. Book a live demo, and let us show you the powerful Workday AI capabilities you can use at your fingertips.