

Why Fast-Growing Companies Choose Workday



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Confidence—and Workday—give you power to grow and adapt.

Without confidence in your financial management and HCM solutions, adapting to and addressing change can feel impossible if not also risky, time-consuming, and costly. Yet if internal and external factors have accelerated your need to modernize, you want to do so with confidence.

Whether you're currently using spreadsheets, multiple software, or cloud applications, moving to an AI-fueled solution such as Workday will give your business the major leap forward that you can't achieve with legacy systems and processes. Go from an inefficient, siloed system to one that connects across departments, improves analytics, and increases efficiencies—in other words, no matter the size of your organization, you get exactly what you need to grow confidently in the face of change.



Confidence in your choice of ERP.

Feel confident in your ERP solution, knowing it:

- Is proven, reliable, and continually innovates
- Will scale as you grow, giving you the power to adapt to change
- Offers a superior ownership experience, and a partner who supports your long-term success

Adopted by thousands of small and midsize organizations around the globe, Workday is the confident choice that results in cost savings, process simplification, and increased business agility, including:

- Confidence in your data and your decisions
- Confidence that processes can be simplified and streamlined
- Confidence in deployment success

Only Workday puts AI and machine learning (ML) at the core of an open and connected system, enabling you to:

Make confident and informed decisions faster than ever.

Accelerate intelligent decision-making, identify opportunities, and mitigate risk with trusted, accurate insights.

Empower your people for maximum performance.

Deliver the greatest possible impact with a workforce primed to perform.

Drive flawless business and financial operations.

Don't just run your business—run it flawlessly, adapt processes with ease, ensure compliance, and connect all aspects of your enterprise.



Confidence in your data and your decisions.

Your teams lose confidence in data when they:

- Don't have a single, reliable, and trusted source of truth
- Struggle to generate specific and targeted insights to drive profitability
- Can't be certain that their data and customer data is secure
- Have an incomplete view of their data—and the business

They gain confidence when solutions help them:

- **Create a single source of truth.** All sources of data in one platform with an intelligent data core are complete and up to date—always.
- **Generate multidimensional insights.** To understand what's happening in the business, you need not only financial insight but also business insight.
- **Go big.** Expand the analytics talent pool beyond a few people.
- **Work faster and iterate.** Plan, execute, and analyze cycles for continuous recalibration.

The Workday difference.

Workday is the only true-cloud platform that enables businesses to manage their money and people in a unified system by:

- Securely bringing together data from inside and outside of the organization
- Delivering built-in reporting across any data dimension in real time
- Generating recommendations with AI and ML built into the core
- Providing unlimited what-if scenario modeling and enterprisewide planning



Before Workday, a bakery-café chain struggled with manual, inefficient, and error-prone payroll processes, and payroll nightmares and compliance risks were a regular occurrence. Complex systems and costly integrations slowed the company's growth. With Workday, the chain:



Reduced payroll processing time from 48 hours to 1.5 hours



Cut payroll cycle time from 4 days to 1.5 days



Saved \$1.6M annually in benefits arrears collection, better time management, and improved management of overtime and absence

Confidence that processes can be simplified and streamlined.

You don't drive value by simply running your business—that's table stakes. Eliminating complexity and streamlining your finance and HR processes are what get you ahead of the competition—and keep you there. You need to run the organization flawlessly, adapt processes with ease, ensure compliance, and connect all aspects of the enterprise.

Sounds impossible? It is, if your ERP solution is a piecemeal collection of applications and technologies that cause it to be complex and brittle and to consume massive amounts of resources just to prevent it from crashing.

If this sounds like your ERP, these bolt-on solutions are likely creating inefficient business and financial operations, hindering your ability to adapt to change, and introducing significant risk of failure from the slightest potential disruption.

What Workday offers.

Flawless operations are a given with Workday. Workday AI helps small and midsize businesses work smarter—not harder—to keep up with market needs while creating frictionless experiences for employees and customers. You can make confident decisions faster, drive flawless business and financial operations, and empower your people for maximum performance. Workday solves problems that other vendors simply cannot.

Built on an open and connected cloud platform. Workday integrates financial and HR applications to help you address the needs of today and anticipate those of tomorrow, and deliver compliance consistently.

Always-on automation. Workday AI helps you quickly and flawlessly execute business operations such as closing the books and paying workers.

Flexible and configurable processes. Extensible tool sets help you quickly build custom capabilities.

At Workday, our own finance team has achieved a three-day close by leveraging Workday Enterprise Management Cloud. The team gained:



100% automated
intercompany reconciliation
for 46 legal entities



99.35% automated
journal entries



100% customer billing
accuracy and touchless
invoicing for 5.3K invoices

Realize rapid time to value.

Business leaders must create value fast. **Accelerate with Workday** packages help you do just that—and we don't stop there. You can get started quickly and fast-track your organization's success with Workday.

We have solutions for what's important to you, whether you want to bring your people and money together, enable finance to move the business forward, or unleash the full potential of your workforce. With the right package, you can reduce costs, mitigate risk, and help create continuous value from day one.

Confidence in deployment success.

Adopting new technology can present risks. But staying with the status quo is even riskier. Resisting change means you're not making a safe choice at all since change is necessary for growth. Why not choose Workday?

Deploy at lower cost and lower risk. Our preconfigured deployment approach has helped Workday customers realize value 42% faster by getting them up and running in a predictable time frame with limited risk. Fixed fees and scope let you know what to expect. With Workday, you get:

- **Access to hundreds of prebuilt processes for rapid automation.** Access preconfigured packages that get you up and running in about four to seven months.
- **"Rolling adoption" that keeps deployment costs in check.** Adopt certain functionality when you're ready so you can be more self-sufficient and lower your deployment costs.

- **Flexible, simplified, and customized experiences.** Workday streamlines deployments to minimize cycles and required resources. But since deployments aren't one-size-fits-all, Workday also offers customized deployment packages, add-ons, and integration requirements.
- **Continuous support to enable long-term success.** Access robust online resources including customer collaboration forums, knowledge articles, recommendations, and a product learning series. You also get global support through the Workday Community portal.

How Workday delivers.

With thousands of successful deployments under our belt, we've used our vast experience and customer learnings to create a low-risk, predictable, fixed-fee rapid deployment approach for each package. But you don't have to take our word for it—more than 95% of Workday customer deployments are completed on time.* We proudly earned an industry-leading customer satisfaction rating of 97% from Workday Financial Management and Workday Human Capital Management customers.

By moving to a unified automated system in Workday, [Shake Shack](#):



Cut quarterly closings from 10 days to 5 days



Reduced budget prep time



Significantly reduced internal audit prep time

*Fiscal year ending January 31, 2024.

How confidence helps deliver positive results.

Growing small and midsize businesses that choose Workday see the impact of confidence every day:

- Confidence in generating ROI through a quick go-live and efficiency gains
- Confidence in lowering risks due to the adaptability, performance, and security realized with Workday
- Confidence in the future, thanks to continuous innovation

Proven, demonstrable ROI.

Everyone who uses Workday—and we do mean everyone—has the agility to set new KPIs, increase capacity for innovation, and quickly prepare for and respond to change. The value Workday provides yields even greater returns than expected—by generating ideas and inspiration for future innovations. With Workday you can:

- Manage your money and your people in a single system
- Focus on strategic projects instead of fixing problems
- Increase the time IT spends on innovation vs. routine tasks and troubleshooting from 20% to 80%
- Improve productivity beyond expectations

Workday is the only true-cloud platform that enables service-centric organizations to manage their money and people in a unified system.



Lowering risk and addressing uncertainty.

Uncertainty and change can increase risk—and lower your confidence. Workday gives companies the power to adapt to change and assess risk by:

- Delivering continuous innovation to everyone at once
- Being open, flexible, and extensible to meet emerging needs and work with other solutions
- Automating mundane transactions so you can focus on human intervention to resolve anomalies and exceptions

To reduce risks, Workday offers an intelligent data core that provides a single source of truth for reliable and trusted data and also:

- Enables the ability to change operations and processes rapidly without depending on IT or services partners
- Ensures security, compliance, and confidence that all changes are durable and auditable
- Offers predictable, reliable deployments and an on-time and on-budget go-live
- Provides a security model with embedded audit capabilities and real-time reporting, with the proper data access controls in place
- Enables easy-to-consume and timely regulatory compliance updates
- Provides tools for maintaining internal security and governance

Only Workday offers an intelligent data core: an in-memory object architecture and analytics platform with native dimensionality to manage people and money and to surface what's driving profitability.

You won't get big by thinking small.

Choosing Workday delivers many benefits for a growing company, with perhaps the greatest being a boost in confidence, companywide. That includes confidence in deployment, quality of decisions, security, and, most importantly, in how best to grow.

Be confident that you've selected a platform for growth and start seeing value right now.

To learn how a Workday solution can work for you, please contact Sales at workday.com/contact or +1-877-967-5329. To learn more about Workday, visit: workday.com/grow



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