

Workday Adaptive Planning

Workday Adaptive Planning is a budgeting, forecasting, reporting, and analytics solution for organizations of all sizes. Our planning product combines power with the security, scalability, and adaptability required for complex enterprise planning, freeing teams from manual work and helping them operate with agility. Innovators, such as P.F. Chang's, Boston Scientific, and Airbus, rely on Workday Adaptive Planning to make their businesses more agile.

Recognizing that the best plans involve the people closest to the day-to-day business, we designed Workday Adaptive Planning to give your workforce the ability to gain deep insights, make more timely decisions, and build solid, integrated plans. Anyone across the organization who plans can build complex financial models while avoiding the burden of managing legacy planning environments and massive spreadsheets across different departments—as well as the error-prone task of manually consolidating data. Our planning solution makes it easy for people across the organization to manage, report, and analyze business performance.

Outdated Planning Tools Lead to Static Planning

Too many FP&A organizations use legacy planning systems that tend to keep planning stuck in finance, with just a few power users able to operate them. These systems are costly to own, difficult to learn, and overly dependent on IT support, forcing organizations to develop workarounds—typically spreadsheet planning Unfortunately, this manually based process does not set FP&A up for success, because the poor usability and inadequate collaboration of legacy systems mean countless hours are wasted gathering data, reconciling numbers and plans, and managing reports. Finance is left with little opportunity to analyze and understand the story behind the numbers and to engage strategically with the business. Even worse, inadequate planning environments can force a costly compromise—finance struggles just to get the plan done, rather than having the time and resources to get it done right.

Static Planning Constrains Performance

Organizations that use legacy on-premise solutions or manual spreadsheets for planning grapple with a static planning process. Static planning is characterized by siloed teams operating on data and models, manual data manipulation leading to long planning and reporting cycles, and too many errors. Not only are static planning processes slow, they also limit engagement between finance and the business, resulting in data and insights that are stale and not trusted for agile decision-making. This challenges finance to provide the strategic leadership the organization expects.



It's singularly changed the culture and focus of our company. No other tool that we have ever rolled out, financial or otherwise, has ever received this level of universal adoption across our company.

Senior Vice President Treasurer & CFO, Cumulus Media

The Cure for Static Planning Is Active Planning

There's a solution to static planning: it's a process we call active planning. Active planning is collaborative, because it deeply involves the people closest to customers and operations. It's comprehensive with fully linked plans producing insights informed by data. It's continuous and

ongoing, instead of periodic. Active planning accelerates and improves the quality of decision-making across, up, and down the organization, leading to informed, timely decisions that fuel a truly agile business. When the market or business changes, active planning gives you the flexibility to course correct in time to adapt and still achieve enterprise-wide goals.

Workday Adaptive Planning enables active planning via a solution designed to free people to do their best work, and empower teams to better manage their business.

66

Workday Adaptive Planning was the only solution that made sense. It offers a huge leap forward in terms of functionality, without turning everyone's world upside down.

A great selling point of Workday Adaptive Planning was that no internal IT resources were required to get the budgeting project done.

Our IT resources are better spent on other company objectives.

CFOCORT

Plan for Change

Everybody plans. In large organizations, planning processes need to span a broad range of finance and operations teams, plus a complex ecosystem of departments, business units, regions, and countries. Unfortunately, planning software historically has been too expensive and too complicated for anyone to use—beyond a few power users in the corporate finance function—and even then, often requiring heavy support from IT. In these environments, the rest of the organization is forced to rely on spreadsheet-based processes to provide input to the corporate financial plan.

Workday broadens planning with industry-leading ease of use and adaptability that accelerate adoption; drive broad engagement and collaboration across finance teams, operational departments, and business units; and deepen the impact and value of planning across the organization. We believe the teams closest to the business and to your operations should be engaged in the planning process. By engaging finance and non-finance business users in a collaborative, active planning process, you can create high-fidelity plans aligned with your organizational goals and ultimately make better and more timely decisions.

Enterprise-Wide Planning

We're changing the business/IT paradigm. Workday Adaptive Planning offers a modern, cloud-based solution that's built for greater business self-sufficiency. Teams can control and share their own models, reports, and dashboards with less dependence on IT. Finance can self-sufficiently manage models, processes, and all aspects of reporting with a drag-and-drop user experience that never requires coding or scripting, freeing IT resources and enabling finance to be more proactive.

Built for Business Users

The benefits of increased productivity extend beyond the finance department. With an easy-to-use planning platform, anyone across the organization can plan and make changes to models and reports directly within dashboards, enabling broad adoption throughout the enterprise and building a culture of collaboration.

This holistic view of the business lays a foundation for an enterprise-wide planning process that is continuous, comprehensive, and collaborative.

Let's take a closer look at Workday Adaptive Planning functionality.

· Financial planning.

Workday Adaptive Planning is a single application for everything you need for continuous and comprehensive financial planning, reporting, and analysis. Produce accurate budgets quickly and easily with confidence. Get more insights faster. Deliver stunning reports in minutes.

Collaborate across the enterprise from anywhere—by web, mobile, and Microsoft Excel®.

· Workforce planning.

Take workforce planning to the next level with this fast, easy, and powerful solution. Execute with speed to deliver dynamic head-count and skills-based plans that drive better business results. Strengthen collaboration with HR and business leaders to optimize workforce plans and achieve your strategic goals.

· Sales planning.

Quickly optimize sales resources, increase performance, and improve predictability. Create rep capacity plans to meet topline bookings targets. Deploy the right quotas and set up balanced territories. Collaborate on what-if scenarios. Get a single source of truth by linking your sales and financial plans.

· Operational planning.

Now you can flexibly model any kind of functional use or planning domain specific to your function, industry, or geography. Operational capacity planning, demand modeling, marketing campaign planning, project-based planning—you can model it all. It's no-limits, enterprise-wide planning, with real-time access to more operational details than ever before.

When your organization works from a common dataset, everyone is moving toward the same goals. The finance team can have confidence that their numbers are up-to-date and accurate. Models from other departments or business units can roll up into a single fully interconnected financial model.

Modeling Flexibility

In business, adapting to change is a constant but traditional planning systems aren't flexible enough to enable that kind of agility. Workday Adaptive Planning is designed for flexible modeling and easy scenario planning so models and plans can continuously evolve as markets and business conditions change. This flexibility lends itself to modeling, reporting, and analytics both within corporate finance and beyond. Now companies can unify workforce planning, operational planning, sales planning, and financial planning, and gain a holistic view of the business.

Faster Time-to-Value

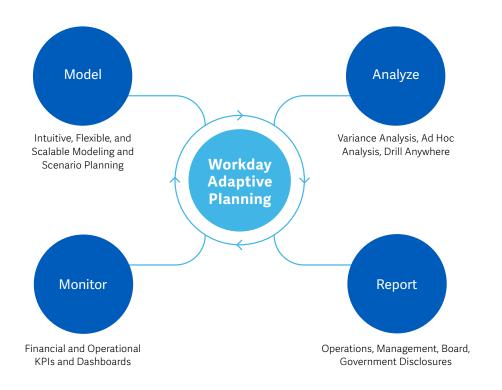
Using the Workday Adaptive Planning intuitive drag-and-drop modeling and reporting interface, organizations can implement their new planning environment quickly and achieve time to value sooner. Most customers implement their first phase within six months.

These rapid implementation cycles reduce project risk and free teams to develop more sophisticated models. Our approach includes end users to validate along the way so that user acceptance testing is a non-event.

End-to-End Enterprise Planning Process

Our planning solution is built on a scalable, in-memory platform designed to enable an active planning process for any team across the organization. It gives everyone the tools they need—from modeling and scenario planning, to reporting and analysis—to make better decisions, faster. Whether you are creating a financial plan for the

organization or a single division, or operational plans for a single function or department, we make continuous planning possible. Individual groups can plan and model their business at the needed level of detail, at their own cadence. Then these plans can be federated into an integrated model of the overall business maintained by finance.



End-to-end enterprise planning process.

Our Platform

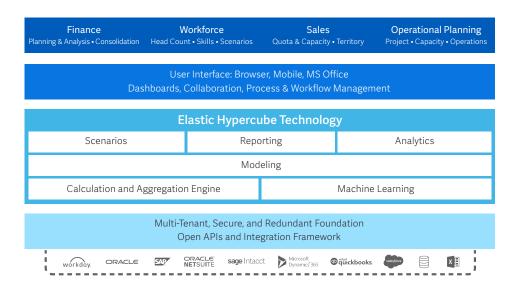
Our platform gives you the powerful planning, analysis, and collaboration functionality you need to make better decisions, faster.

76% of CFOs agree that without "one version of the truth" across business units, their organization will struggle to meet its objectives.¹

Powered buy Elastic Hypercube Technology

The core of Workday Adaptive Planning—the modeling, reporting, and analytics engine—is powered by our patent-pending Elastic Hypercube Technology (EHT). This innovative technology supercharges performance and scalability, enabling even the largest enterprises to model and analyze complexities of the business without compromising ease of use.

Elastic Hypercube Technology lets customers build and maintain large and complex multidimensional models through a drag-and-drop user interface and humanreadable formulas without any coding or scripting. In addition to enabling classic multidimensional cubelike models, such as revenue models, the platform has flexibility for multidimensional modeling of data best represented in tabular form, such as personnel planning across multiple dimensions, and for built-in easy reporting and analytics without cumbersome setup or special reporting cubes. EHT ensures that the user's data is always fresh and available on demand, never requiring a batch process to be updated.



Platform for company-wide planning.

Unlike older multidimensional technologies that require manually initiated batch processing, our planning process enables seamless and easy real-time interaction for the entire active planning process, including modeling, reporting, and analytics.



Elastic Hypercube Technology includes a combination of intelligence to understand models and their dependencies to speed calculation, scalability to add memory and CPU resources elastically and automatically as needed, and flexibility to enable business users to model and report intuitively and quickly.

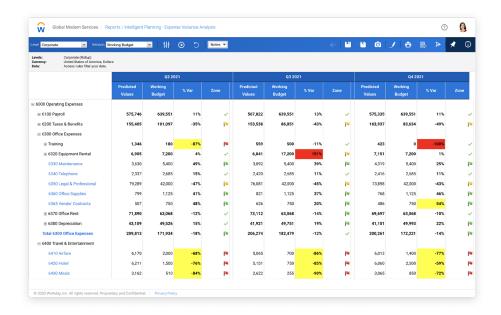
The result: users can build models with an unlimited number of dimensions and dimension values, and an unlimited number of scenarios. And this means an unprecedented combination of scale, flexibility, and ease of use.

Intelligent Planning

We've added extensions to the Elastic Hypercube
Technology platform to enable intelligent planning
powered by machine learning, starting with time series
prediction to enable predictive forecasting. This enables
a variety of use cases including anomaly detection,
outlier reporting, and demand planning.

Catch potential errors in sheets for plan data (for budgets, forecasts, and scenarios) entered manually or through

automated imports. It compares actuals data from historical data, and uses this to detect anomalies to alert planning users of possible errors or inputs not reflective of seasonality. These anomalies surface to the user using outlier reporting—a predefined matrix report calculates deltas between values in this prediction version and other plan versions.

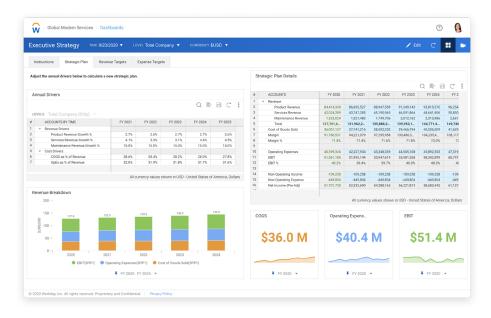


Easily spot machine-learning-driven insights.

The Power to Plan Anything: Enterprise Planning

From budgeting expenses to creating financial statements and forecasting revenue, Workday Adaptive Planning for finance accommodates all types of modeling—workforce, capital, and revenue—following any type of calendar structure across all industries and sizes.

Financial and currency logic eliminates the complexities of departmental and global planning. Its integrated planning drives transparency throughout the organization.



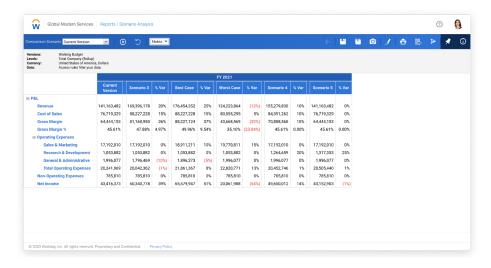
Report and analyze faster with greater accuracy.

Continuous Planning and Rolling Forecasts: Top Down or Bottom Up

Our planning and forecasting solution enables rolling forecasts with integrated driver-based scenarios that you can fine-tune in real time. With the latest actuals, assumptions, and modules always at hand—and responsive calculations and reports—Workday Adaptive Planning lets you proactively manage change, model outcomes, and course-correct at the pace your business demands. The intuitive experience lets you scale your planning processes across the organization.

Because people are at the center of business planning, they need planning and decision-making solutions designed with agility and collaboration in mind. So whether building models or analyzing data, business users own and manage Workday Adaptive Planning—not IT. This ease of use results in rapid time to value with a relatively small professional services requirement.

As well, finance and operations teams benefit from a personalized experience that enables easy interaction with the plans, data, and reports that matter most to them. And OfficeConnect—our add-on for Microsoft Excel that offers a browser alternative—enables easy interaction with planning sheets and reports.



Easily compare different scenarios.

Built-In Financial Intelligence

Our financial reporting solutions have built-in financial intelligence—modeling logic (for example, currencies, allocations, assets/liabilities, time rollups that makes it easier and faster to get up and running. Monitor and report on variances, pivot dimensions, or select parameters. Export data to any format, including HTML, PDF, and Excel.

Easy, Powerful, and Fast Formulas

Easily create formulas that represent the true realities of your business in all its complexity. With extensive business logic and calculations at your fingertips, it's easy to write, explain, and maintain complex formulas. Write them once and apply them anywhere in your model at whatever stage—planning, analysis, or both.

Get instant transparency into transaction details—whether you're drilling down into a report or a planning sheet, you can create transactional reports with just one click. Get the level of detail you want, with the right context and the fields you need.

Cell Explorer Provides Visibility and Context

Workday Adaptive Planning uniquely provides instant context for every planning cell. A built-in cell explorer offers a complete audit trail that reveals the source and use behind any value, formula, or assumption.

Flexible Time Modeling

With Workday Adaptive Planning, you can easily set up your own standard or custom calendar to follow the break periods and rollups unique to your business. For example, higher-education plans might use semesters or trimesters, while retailers might have a 13-period calendar or rollup from weeks to periods to seasons.

75% of time in top-performing finance functions is devoted to data analysis and insights.²

You can also plan each facet of your business in a different time granularity, whether it's daily, weekly, monthly, biannually, or annually. Model expenses monthly and plan for daily or weekly bookings, events, and campaigns. Engage operational teams that plan week by week or day by day, such as frontline managers who forecast revenue every week, to create more continuous planning cycles. Plan at the time granularity you require for the business, but roll it all up for a unified view.

Powerful Collaboration

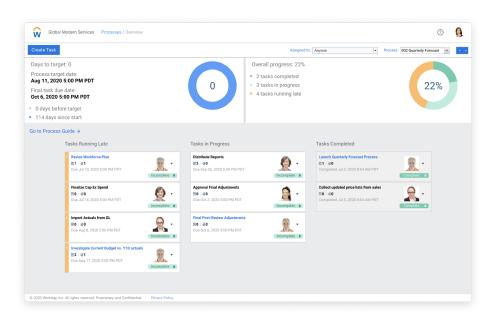
Workday Adaptive Planning includes workflow and process tracking capabilities to enable a collaborative planning process across departments and business units. A process tracker gives teams visibility into planning and consolidation tasks and deadlines, provides visual indicators of completion, and keeps everyone informed with threaded conversations.

Process guides provide step-by-step walk-throughs of your planning process so occasional business users can quickly and confidently complete their planning, variance analysis, and forecasting tasks. Workflow capabilities make it easy for users to submit and approve budgets and forecasts.

Quickly Navigate the Planning Process One Step at a Time

Easily create step-by-step guides for your users that are tailored to their specific roles, with links directly to the location in the financial model where their input is required. Simplify the process and help occasional or

new users collaborate in each budget and planning cycle. Ensure that business and FP&A users complete all the necessary planning steps on time while giving them an experience that is easy and fast.

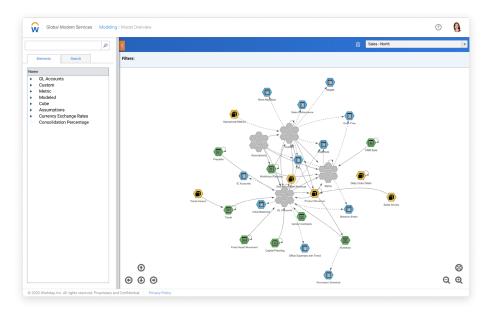


Make life easier for budget owners with the process tracker.

Visual Model Overview

Our Visual Model Overview gives you a holistic view of your planning process with a visual representation of your business model dependencies. See how data flows between different models and areas of the business—

making it easy to bring stakeholders and administrators up to speed. See a picture of your model that dynamically updates with the version and level you select.



See your business model's dependencies and data flows with a visual model overview.

46

Our business structure is complex. Adaptive Insights made it possible to standardize planning, forecasting, and reporting on Adaptive Planning across multiple business units. It's easy to use and has made engagement of planners across the Maritz organization simple.

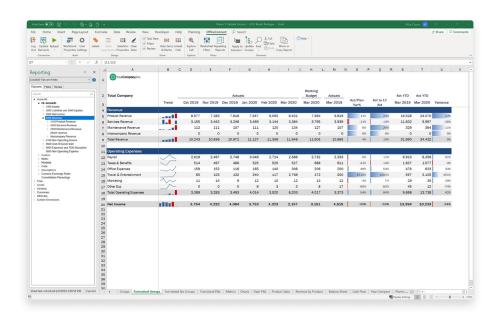
VP, Corporate Controller Maritz Holdings, Inc

A Seamless Experience—on the Web and in Microsoft Excel

Workday Adaptive Planning for finance is designed with user choice and flexibility in mind. Our solution offers multiple interfaces to suit a variety of user needs and makes it simple to transition from manual budgeting, forecasting, and planning with an intuitive user interface. Users can work with our familiar and easy-to-use web-based planning sheets that deliver an Excel-like experience with the advantages of working in a browser from anywhere—as well as offline.

Our solution provides centralized data entry, instantly calculated results, organizational security, and workflow—helping to eliminate duplicated effort and time wasted consolidating the plan.

Reporting and analytics are available on models, actuals, and transaction data in an easy-to-use, drag-and-drop interface that never requires script writing of any kind. This takes advantage of our columnar data store for multidimensional operational data and metrics, giving users personalized dashboard views of the business.



Board and external reporting unified with Microsoft Office.

End-to-End Self-Service Reporting

Create personalized, ad hoc reports in a snap. Intuitive drag-and-drop web reporting puts you in control with interactive, slice-and-dice reporting across dimensions and metrics. Instantly generate, distribute, and review up-to-the-minute management reports, and share detailed insights with your team.

All of this is available to users in an intuitive user experience that encourages organization-wide user adoption.



It used to take me two to three days each month to create my financial reports. With OfficeConnect, it takes half a day. That is what I call a material difference.

Sr. Financial Analyst Fairfield Residential

Plan and Visualize in One with Active Dashboards

Workday Adaptive Planning enables analysts, managers, and executives to drive business performance with self-service interactive dashboards, data visualizations, and charts that anyone can create, personalize, and share. Visualize numbers and charts side by side while you plan, easily see variances in a waterfall chart, personalize financial dashboards with your own KPIs, and perform period-over-period analysis. Analyze real-time financial and operational data over time, reach your own conclusions, and apply what you've learned to improve the plan. With easy, powerful, and fast analytics and dashboard software, you can plan and adapt without compromise to drive business success.

With Workday Adaptive Planning, data is comprehensive, relevant, and fresh so the interactive dashboards you create and share are always up-to-date—which means you spend more time advising operational executives and managers and less time cross-referencing numbers and creating reports.

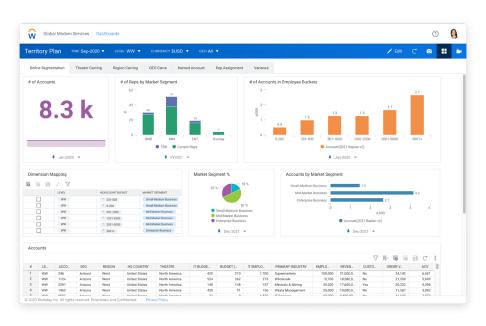
For finance professionals, the expertise you bring to your finance role is all the knowledge you need to help you create, comprehend, and share interactive dashboards,

visualizations, and charts tailored to your role. Quickly identify variances from a waterfall chart, perform period-over-period analysis, compare the budget to actuals, and recognize performance trends over time—all from the dashboard.

Use Workday Adaptive Planning to create interactive data visualizations that help you rapidly analyze, compare, and contrast information. With real-time data that reveals itself in layers, you can select and personalize information to quickly understand and compare performance over time, identify root cause, and course-correct to achieve goals.

Now you can create a common language for data and analytics. A built-in metrics catalog centralizes financial and operational business metrics in categories and folders, so everyone makes decisions on the same KPIs. Share insights, notes, and narratives across the team. And because all metrics are based on the same cloud data foundation, everyone works from the same single source of trusted information.

With integrated planning and analytics, Workday Adaptive Planning lets you pivot immediately from analyzing performance to replanning and reforecasting. Drill down from visual metrics to the related planning sheets to test out new assumptions and see their impact in real time on your forecasts, or drill further down to transactional details.

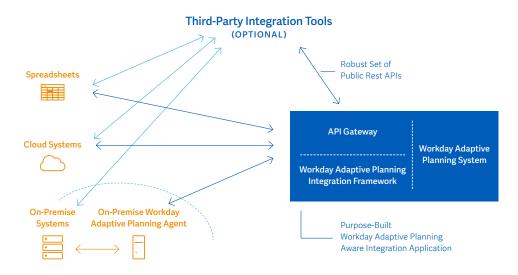


Combine sheets, text, and charts all on one canvas.

Integration

Data from a variety of sources provides a holistic view of metrics and KPIs. And because the use of data from other systems is crucial to the planning process, we've made data integration capabilities key to the Workday Adaptive Planning platform. GL data on past performance is used as drivers for modeling and for analytical and reporting comparisons of actual performance versus plans. Data from other systems, such as customer relationship management or human capital management systems, is used to drive topline and workforce planning models.

We offer automated and manual options to integrate data from customer source systems, as well as open APIs to participate in customer integration infrastructure. These source systems often include enterprise resource management, HR, and CRM systems, including Oracle, NetSuite, SAP, Sage Intacct, MS Dynamics, Salesforce, and customer data warehouses, as well as many others. Workday Adaptive Planning enables the ongoing management of these integrations, freeing business users from dependence on IT to schedule and manage their data integrations.



Integration with Workday Adaptive Planning.

Integration strategy options include:

Integration Framework: Finance-Managed Data Integration

The pace of change makes it difficult to successfully model, forecast, and analyze your business if you haven't automated how data moves from your transactional systems to your planning tools.

Manually pulling, massaging, and importing CSV and worksheets doesn't scale. Our integration framework empowers planners to automate their data flows so they can spend more time understanding and analyzing the data, not shuffling it from place to place.

- Hybrid Planning Through Cloud Integration
 Worldon Adapting Planning on complement
 - Workday Adaptive Planning can complement a legacy, on-premise corporate planning solution by providing ease of use, collaboration, and agility to departmental or business unit users in a hybrid cloud-based planning environment.
- Open APIs for Integration via Third-Party Solutions
 Leverage third-party integration services, including
 Informatica and Dell Boomi, or work with an existing
 installation of business intelligence solutions,
 including Tableau and Qlik.

Workday Adaptive Planning exposes a rich set of public APIs that are open and standards-based (REST), and that allow the import of actuals and transactions data while also allowing the export of budgets, plans, and forecasts back to external systems.

	IMPORT	EXPORT
Data	StandardCubeModelTransactionsErase Actuals	Standard, Cube, Model Accounts
Metadata	DimensionLevelUserAccountModeled Sheet	 Attributes Dimensions/Families Levels Sheets—Listing, Model Sheets Time Transaction User Version Currency Instances Roles
Platform	Publish Changes, Unpublish Status	

Import data and metadata, then export to plans and budgets.

· Integration with Flexibility

The combination of our powerful cloud-to-cloud integrations, application adapters, and connectors, and flexible ETL provide an unmatched capability to combine Workday Adaptive Planning with the most sophisticated and heterogeneous environments, while maintaining the high level of efficiency that is the hallmark of Workday.

Plan with Confidence

Workday is powering a new generation of enterprise planning for businesses of all sizes with Workday Adaptive Planning. Addressing the need for greater business agility in a world that moves fast, Workday Adaptive Planning provides easy-to-use planning solutions for everyone in your organization.

