



The Next Step for a Results-Driven Professional Services Organization

MATRIX Resources Simplifies People's Jobs to Focus on Helping Clients Resolve Their Business and IT Challenges

Challenges

Critical to MATRIX Resources' goals for year-over-year growth were improving the new-hire onboarding process and the consultant experience. At the same time, MATRIX faced large costs for updating unsupported legacy software. Managers looked for an alternative: a single software system that would offer a full set of finance, HR, payroll, project management, and procurement capabilities and help streamline processes.



Workday opened our eyes to what is possible if you connect financial and HR data.

Mark Green
Controller

Why Workday

Freedom to Grow the Business

By deploying Workday, MATRIX Resources automated many everyday activities, giving people more time for higher-value tasks without increasing staffing. The organization can compete more effectively for talent, its most valuable asset. In addition, HR managers have access to self-service capabilities in their software tools. Instead of using paper forms to onboard consultants, they can run the entire process simply and efficiently in our software. Mark Green, controller at MATRIX Resources, says, "We've kept administrative headcounts the same, no matter what changes we made in our direction. We can now focus on what's important to achieve our growth goals."

In reviewing Workday, MATRIX was delighted to find a technology partner that shared its values. "A big selling point for Workday was the people," Green says. "They walk their talk. Their product provides what we need, and they also align with our culture. It's a really good fit all around."



Overview

- 2019 Best of Staffing® award
- 13 offices nationwide
- Founded in 1983 in Atlanta, GA

Benefits

MATRIX Resources, a national IT staffing and agile consulting company, deployed Workday in less than four months. MATRIX gained a cloud-based, scalable system that delivers in a single product all the functionality the company needs. Savings and efficiencies resulted almost immediately, including:

- 75% faster consultant onboarding
- \$187,000 savings by avoiding legacy-software updates
- \$70,000 annual savings in expense processing

Workday Applications

- Financial Management
- Expenses
- Procurement
- Human Capital Management
- Benefits
- Payroll Management
- Recruiting

Results

Clear Visibility and Ease-of-Use

For MATRIX Resources' account and business development managers, expense reporting and resource management are easier with Workday, and the automations improve operational efficiency by simplifying many everyday tasks. Green says, "Our sales team can get to all critical information in a single system. They can view clients' receivables, enter consultants' paid time off, and enter expense reports assisted by accurate work tags."

Company leadership enjoys immediate visibility into business operations. "Our owners love seeing the dashboards with our internal employee headcounts in Workday," Green notes.

Painless Client Audits

Periodically, MATRIX clients can perform audits to be certain that the company manages its contracts fairly and accurately. Following the Workday deployment, that part of client management is considerably less stressful. Improved consistency in recognizing revenue, cleaner data, and tighter process controls have had a material impact on project accounting accuracy. Green says, "Without connected financial and HR data in Workday, we would have a tough time meeting some of our clients' audit requirements. Now we can pass their audits with flying colors."

Continuous Innovation and Shared Experience

MATRIX stays current with the Workday updates delivered through the cloud and is always eager to try out new capabilities. Green says, "We like learning about new Workday features and finding ways to take advantage of them."

Green and his colleagues see a lot of value in Workday Community, where they can connect with their peers in other businesses. Workday Community provides customers an inspiring and interactive space to share ideas and best practices. "We've been able to address some of our concerns by using other customers' ideas," Green adds. "Workday Community is a fantastic tool—the first place we look when we deal with an issue."

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+1-925-951-9000 +1-877-WORKDAY (+1-877-967-5329) Fax: +1-925-951-9001 workday.com

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