

## Workday Adaptive Planning for banking.

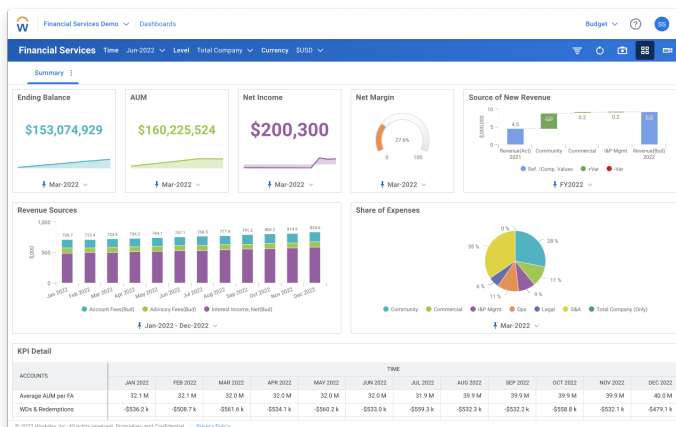
The banking industry needs to continuously plan for unexpected change. Downturns in the economy lower consumer spending and borrowing, driving down the demand for services from financial services firms. Improving customer satisfaction through deploying new services, while both investing in employees and cutting costs to improve the bottom line, can be challenging. Banks need to simplify processes and find ways to efficiently share resources across business units. Consequently, detailed personnel planning and reporting is often a critical piece of financial services budgeting and forecasting. Many institutions plan headcount in detail, paying close attention to the fully loaded cost of each employee.

In addition, revenue planning and reporting often involves different products, such as mortgages, credit cards, home equity loans, and so on, and can be built on drivers such as interest rates. This requires careful analysis of historical metrics, so integration of data from other systems is critical for planning. And reporting requirements include comparison of key metrics—actual versus plan.

Banking leaders need a system that supports active planning—planning that is collaborative, comprehensive, and continuous. Workday Adaptive Planning is a budgeting, planning, and reporting application that includes multidimensional, driver-based modeling capabilities along with fully integrated insight into P&L and cash flow. This intuitive, powerful solution enables banks of all sizes to collaborate with ease, gain clear visibility into real-time analytics, and streamline complex reporting so they can plan and adapt without compromise.

## Key Benefits

- Plan, report on, and analyze revenues by product; for example, mortgages, credit cards, home equity, direct deposit, and so on
- Create driver-based models using rates, balances, averages, yields, margins, and more
- Perform what-if analysis to see the impact of different interest rates and other assumptions
- Model integrated P&L, balance sheet, and cash flow statements
- Accurately model your current and future workforce through assessing transfers, planned hires, attrition, and skills
- Compare various hiring scenarios and their impact on the bottom line
- Increase productivity and predictability through aligning your sales strategy to your corporate plan
- Improve accuracy, streamline planning processes, and easily conduct frequent forecasting



Quickly analyze key metrics around revenue sources, expenses, and variance between planned versus actual.

## **Plan and model across multiple scenarios, variables, and dimensions.**

With Workday Adaptive Planning, banks are well equipped to plan across a number of dimensions, producing detailed models based on multiple scenarios so you can execute on outcomes. Users have the ability to model integrated P&L, balance sheet, and cash flow statements to reflect the complexities of the business. You can model the skills and talent needed in your workforce, optimally plan your sales strategy, and build plans across the enterprise using a single source of truth. And with driver-based modeling, Workday Adaptive Planning enables you to capture interdependencies across a wide range of variables.

## **Supercharge planning with Elastic Hypercube Technology.**

Built with patent-pending Elastic Hypercube Technology, 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 compute power as necessary to evaluate model elements in parallel. Purpose-built domain intelligence makes it easier and faster for users to build and adapt functional models. And tight linkages with Microsoft Office enable quick creation of board reporting on the fly.

## **Gain real-time visibility within a flexible, intuitive interface.**

With configurable dashboards that can be adjusted and expanded to meet the needs of any organization, Workday Adaptive Planning puts you in control. Analyze key business drivers across any aspect of the business. Generate reports at whatever level of granularity you need. And quickly perform variance analysis at every step along the way so you can determine the difference between actual and planned behavior. All of this is available in a web-based interface that allows users to operate in a familiar tabular environment, facilitating input from all types of employees regardless of training.

## **Integrate with core business systems and processes.**

As the landscape of the banking space grows more complex—and as the future of the industry grows more uncertain, banks can no longer afford to keep critical business functions in isolated silos. Workday Adaptive Planning integrates with other core business systems and external data sources to enable comprehensive planning, analysis, and reporting within even the most restrictive regulatory frameworks. Individual branches can plan independently while tying their plans to a centralized process. And with a cloud-based solution at your fingertips, there's no need for new hardware or software as you plan for the road ahead.

## Minimize human error.

Spreadsheet-based systems are inefficient, error-prone, and fundamentally unsuited for the level of active planning and reporting required by today's banks. Workday Adaptive Planning helps you keep manual intervention to a minimum by relying on automated technology to plan continuously and leverage data from all corners of the business. As a result, you can rescue your budgeting, planning, and forecasting from slow, painful processes—ensuring compliance, increasing visibility, and improving your productivity by more than 70 percent.

## Improve outcomes while mitigating risks.

For today's banks, it's more important than ever to manage costs effectively, plan revenue streams, and optimize the allocation of personnel and resources. This requires nimble planning and rolling forecasts to be able to quickly shift gears with the needs of the business. Workday Adaptive Planning makes it possible to model, report, analyze, and plan across the entire organization to make smarter decisions, gain business agility, and enhance programs and 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 Banking, visit <https://www.workday.com/en-us/resources/adaptive-planning/planning-by-industry-use-cases/banking-industry-use-case.html>.



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