



Digital Solutions Business Turns Insight into Fuel for Expansion

With Workday, Kainos Makes Smarter Decisions That Deliver Profitable Growth

Challenges

When Kainos was publicly listed in 2015, the company adopted a new financial system for its reporting needs. Within 12 months, the business realised the system wasn't fit-for-purpose. Processes were largely manual and time consuming, and delegating budget control to project teams wasn't an option. For Kainos, the situation was an opportunity to find a new partner.



Our previous system was rigid and difficult to change to meet our needs.

Matt McManus
Group Head of Finance

Why Workday

An Adaptable Platform to Meet Changing Requirements

Kainos had already transformed its workforce administration with Workday Human Capital Management (Workday HCM). By adding Workday Financial Management, the company could increase business insight and control, while boosting the value of its initial investment. "Integrating Finance and HR ensures support from business leaders, due to the strategic insights they gain as a result."

Choosing Workday also meant Kainos could work with a company that shared its commitment to innovation and improving the customer experience. Matt explains, "Workday is super intuitive, ensuring it is easy to pick up and importantly, there is no need for a systems background."



kainos®

Overview

- Leading provider of digital transformation services
- 1,715 employees
- 15 offices globally

Benefits

Using Workday, Kainos has a single source of data, so that finance and human resources (HR) can be confident in the outcomes of rapid decisions. There's less risk of reporting errors and project teams are empowered to shape budgets. In addition:

- Half-year external audits now take 33% less time
- Manually entered invoices are down from 50% to 15%
- Process automation delivers a smoother, more intuitive way of working
- Stronger and more accurate reporting

Workday Applications

- Human Capital Management
- Financial Management
- Recruiting
- Procurement
- Adaptive Planning
- Extend
- Professional Services Automation
- Expenses

Results

Greater Accounting Efficiency

With a single location for financial management, Kainos has transformed general ledger operations. It has reduced the number of manually entered invoices from 50 percent to 15 percent and cut the time for half-year external audits from two weeks to one week. Other savings include:

- 1 Cycle time to perform monthly close from 8 days to 7 days
- 2 Run time for supplier payments reduced from days to 20–30 minutes
- 3 Savings of £95,000 as a result of process automation

In addition, Kainos has increased financial visibility by integrating Workday with its bank. A member of the finance team no longer works on bank reconciliations at the end of each month to check records are correct. Today, it's become a daily task that takes just 10 minutes, giving Kainos a truer picture of its finances.

Power Steering for the Business

Using Workday Adaptive Planning, Kainos has improved forecasts and lowered expenditure by delegating budgets. “We use the functionality in Workday to give accountability to team leads,” comments Matt. “It is empowering for our business leaders to have control over organisational expenses, and visibility into budget and planning cycles via Workday. The ability to track and fine tune our overall spend against budgets helps Kainos stay profitable, as it grows.”

Kainos has also used Workday Adaptive Planning to improve planning effectiveness. “The team pulls cost data from all parts of the business and uses that information to fine-tune our quarterly forecasts,” explains Matt. Not only are predictions more accurate, they are also delivered faster. “There are no three to six-week windows here,” he says, “we can turn reports around in a day, which is fantastic for both our teams and the productivity of the entire business.”

In addition, Workday Adaptive Planning has helped Kainos successfully adapt the business to face COVID-19. Total staff costs account for approximately two thirds of the company's total cost base and as a result Kainos needed to rethink its workforce strategy when the pandemic struck. By using insight from Workday Adaptive Planning, the company learned where to prioritise recruitment across its global operation.



Our previous solution was siloed to the finance team, whereas Workday is a core platform for our entire business.

Matt McManus
Group Head of Finance

Finding a Solution for Every Eventuality

With Workday Extend, Kainos has been able to build applications and adapt Workday to its needs. For example, Kainos has streamlined the process to apply for a company credit card. It is no longer a “mysterious” operation where applications are submitted via email and answered up to three weeks later. The entire exercise is visible through Workday profiles. Applicants receive updates on their requests, and when a card is issued, the details are stored in Workday for easy access.

Kainos is currently deploying Workday Professional Services Automation (Workday PSA) to enhance project management. With Workday PSA, the company will be able to identify the best people to staff projects and control the relating financials with precision. Kainos will also be able to integrate client-facing billing projects with Workday Financial Management to deliver better forecasting and use of resources.



The cost of growing is expensive. With Workday, we can empower the people who are best-placed to manage those costs.

Matt McManus
Group Head of Finance



Phone: +44 (0)20-3318-2336 workday.com/uk

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