

Workday Lifecycle Deployment Programme

Legacy ERP system vendors are great at advocating the business benefits of their applications. Unfortunately, their customers rarely achieve the expected results because they deploy the most basic functionality simultaneously with more advanced options in a single, lengthy deployment cycle. By the end of the implementation, the customer has likely exceeded their budget and experienced multiple delays, leaving only enough time and energy to focus on using the new system for the day-to-day tasks. Although these customers intend to use the more strategic functionality down the line, statistics show the majority of organisations deploying legacy ERP systems end up achieving less than 50 per cent of the benefits they expected. In the end, they are left paying for functionality that's not being used.

Workday offers a way to transition from your existing systems to a single system that's based on your core business needs. The Workday Lifecycle Deployment Programme focuses on efficiency and customer value. It promotes a manageable, contained scope for your initial project with the opportunity to deploy more advanced functions as your experience with Workday applications grows. A prescriptive approach that uses best practices established by Workday's thriving ecosystem of customers and partners, the programme utilises the capabilities, ease of use, and ownership model of Workday applications.

Adaptive capabilities

Unlike legacy vendors who are repurposing existing, on-premise technology to fit into the cloud and filling in gaps through acquisitions, Workday was built from scratch to rethink the foundation of traditional enterprise systems. Workday applications simplify business transactions through a common, cloud-based interface that drives efficiencies, eliminates redundancies, and allows users to manage their everyday tasks – from anywhere at any time. Using a mobile-first development approach, Workday applications are simple enough for the casual user yet robust enough to handle critical back-office work. Workday's adaptive technology foundation delivers powerful scalability and configurability that makes it easy for your organisation to grow and change without getting locked into old software. And Workday is continually enhanced to deliver automated, easy-to-adopt updates to its finance, human resources, and student/faculty lifecycle management applications.

Benefits

- Cost-effective, low-risk deployment approach
- Focus on highest value requirements during the initial project phase
- Incremental value delivered through "rolling adoption" to maximise customer ROI
- Prescriptive, standards-based deployment using an extensive best-practices solution library
- Detailed discovery that supports initial deployment and all future Workday application adoption
- Continuous delivery methodology easily adapts to changing business requirements

Powerful community ownership

As opposed to the single-tenant, hosted, or hybrid administrative systems on the market today, Workday's multi-tenant cloud applications leverage the "power of one" – one unified platform, one code line, one user community – across the entire ecosystem. This unique Workday ownership model enables faster innovation, easier upgrades, and unprecedented collaboration throughout the Workday customer community.

The power-of-one approach enables Workday to focus on the needs of our customers and create a deployment strategy that is highly prescriptive and ideally suited to a vast majority of customers within the same industry. The outcome is an extensive solution library consisting of 600+ industry-specific configured business processes (including workflows for approval and notifications), 200+ security profiles, 200+ custom reports, and 1,000+ predefined implementation tasks and configuration data sets – all designed to accelerate usage and adoption in a true production environment.

Prescriptive delivery

Unlike a legacy approach that relies solely on the request for proposal to determine the system that most closely fits your needs, the Lifecycle Deployment Programme matches your unique organisational profile and requirements to specific preconfigured content.

The Workday Lifecycle Deployment Programme begins with a facilitated discovery process that is supported by a web-based tool called the Lifecycle Engagement Framework (LEF). Much like commercial applications such as TurboTax®, the LEF uses a question-and-answer format to identify organisational needs, and then matches them to Workday's solution library of configured content. Made available to Workday prospects and customers, this tool serves to document needs and requirements regardless

of whether the organisation selects Workday. The LEF allows for input from both the organisation and the Workday team to establish a complete profile to be used throughout initial deployment and beyond, as additional applications are added. It assists the organisation in identifying critical business requirements and high-level return-on-investment opportunities, establishing the overall goals and scope of the project.

The output of the LEF is a profile of requirements that serves as the foundation for the initial configured tenant. It combines content from hundreds of organisations across higher education, state and local government, and the non-profit industry to form prescribed configurations that map to a substantial percentage of your organisation's needs.

The underlying philosophy of the Lifecycle Deployment Programme is simple: Begin with a solid operational foundation to gain a better understanding of the power of Workday before thoughtfully and methodically adding more strategic functionality. Experience has shown that the most successful customers prioritise their initial deployment footprint with standard configurations along with minimal added functionality (integrations, for example) that might be unique to the organisation and that is not contained in the solution library. However, the Lifecycle Deployment Programme was designed to be unrestrictive so customers that have evaluated options outside the initial deployment scope and determined them to be of critical value can always opt to include them.

Workday also offers "rolling adoption" for adding new features, additional products, and areas of strategic deployment that typically require a higher level of product knowledge from the customer. By taking some of this functionality in a secondary phase, Workday customers are more likely to be self-sufficient and lower their deployment costs.

