

## Workday Adaptive Planning

**Everybody plans. At Workday, we make it easy.**

Business agility is paramount in the rapidly changing world of planning. To think fast and move first, companies must embrace a planning process that allows organisations to make better decisions and quickly act on those decisions. Workday Adaptive Planning provides the planning platform companies need to easily adapt to changing business conditions and enable an active planning process that incorporates everyone within the organisation.

### A New Generation of Enterprise Planning

Companies need to keep pace with the changing business environment by investing in a planning platform that can help them adapt and take advantage of opportunities. But in most organisations, a slow and static manual planning process inhibits the kind of informed, rapid decision-making needed to quickly course-correct as business conditions change. And with business drivers often spread across multiple, disconnected systems, business models are often incomplete, reflecting a fragmented view of the enterprise.

With Workday Adaptive Planning, you gain a holistic view of the business, with a planning platform that is flexible, scalable and easy to use. Workday Adaptive Planning is powered by Elastic Hypercube Technology (EHT), our robust in-memory modelling engine that delivers the performance you need, when you need it. No matter how data-intensive or complex the models are, you can plan for what's next. And with the built-in integration framework, you can connect to data from any ERP, HCM, CRM or other transactional system with out-of-the-box integration—no need for any third-party tools.

For customers who chose to deploy Workday Adaptive Planning with Workday Financial Management and Workday Human Capital Management, you can plan, execute and analyse all in one system for a streamlined process that reduces bottlenecks and friction in the business process.

### Everybody plans.

For a planning environment to thrive, it must enable business agility for all users—including those outside of finance. With Workday Adaptive Planning, you can extend planning beyond core finance to reach departments throughout the enterprise. This requires an enterprise planning platform that allows all departments and functions to create their own models that link back to the corporate plan, which is ultimately orchestrated by finance. This paves the way for business leaders to have a holistic view of the business and lays a foundation for an enterprise-wide planning process that is continuous, comprehensive and collaborative.

### Key Benefits

- Quickly adapt to changing business conditions with a powerful modelling engine built for enterprise planning
- Make better decisions with an easy-to-use solution that is quickly adopted across the enterprise
- Get time back by automating planning to execution

## Let's Take a Closer Look at Workday Adaptive Planning Solutions

### Financial planning.

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 a fast, easy, 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 optimise workforce plans to achieve your strategic goals.

### Sales planning.

Quickly optimise 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, marketing demand generation modelling, 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.

## Powerful Modelling, Reporting and Analytics

We've embedded reporting and analytics so you can plan the business, monitor and analyse performance, test scenarios to select course correction to achieve your goals and report your results to your internal and external stakeholders. Elastic Hypercube Technology super-charges the planning platform with the power, scalability and performance companies of all sizes need to model the complexities of their business and to report on and analyse results—without compromising ease of use.

Our Elastic Hypercube Technology enables companies to manage large, data-intensive models with an engine that is:

- Flexible—lets you model the way that makes sense for your business, pulling in data relevant to your needs and on your own cadence
- Scalable—adds memory and computing power when you need, allowing users to plan using a virtually unlimited number of dimensions and versions
- Comprehensive—end-to-end planning within any function, from revenue and cash flow, to modelling, reporting and analytics; all departments and functions can have their own models so they can plan for their own business, while contributing to the corporate financial plan

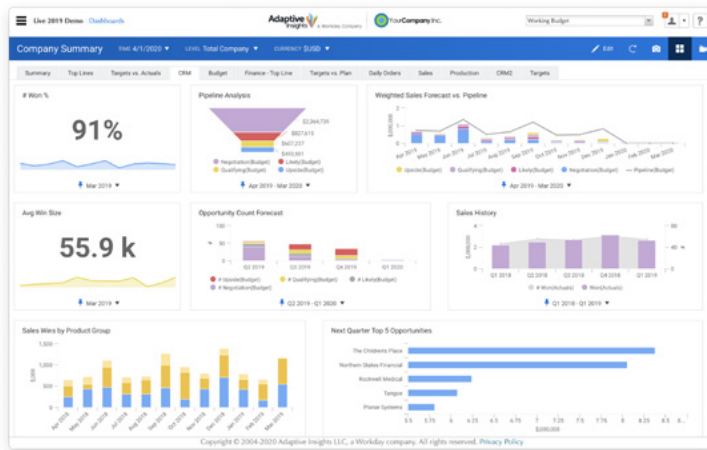
And with a dynamic planning and analysis process with active dashboards, you can immediately see how your input impacts your business. Built with business users in mind, Workday Adaptive Planning lets you work directly in the dashboards, so you can drill down or make changes that will propagate throughout the system. Insights come to the forefront and you can spend your time on strategic activities, rather than gathering and scrubbing data. The easy-to-use interface also ensures that even business leaders outside of finance can comfortably participate in the planning process.

### What-If Scenario Modelling

Core to becoming an agile business is being able to plan for a variety of outcomes and course-correcting measures. You can get a blueprint of how your changes will impact other areas of your business with powerful scenario planning capabilities.

Ask questions such as:

- What if we push out our hire dates by three weeks?
- What impact will that have on sales revenue?
- What changes would we need to make to our territory planning if we followed through with that?
- How will this impact our financial position at the end of the quarter?



Plan for different scenarios and compare possible outcomes.

With each department able to test scenarios for its own area of the business, the organisation as a whole can incorporate those scenarios into its plans and optimise the overall corporate strategy.

## Become a Strategic Partner

Whether you're in finance, sales, HR or another functional role, you can become a strategic partner to the business by thoroughly participating in the planning process. Rather than being hampered by inefficient, ineffective planning processes using spreadsheets, you can spend more time advocating for your line of business, make data-driven recommendations on how to improve the business and surface insights to your executive leadership team.

And with advancements around intelligent planning, you can harness the speed and abundance of computing resources and combine them with technologies such as machine learning. Let advanced algorithms do the heavy lifting so planners can more easily identify and detect errors in the plans. With Workday Adaptive Planning, you can turn your organisation's agility aspirations into reality.



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