

VENDOR

vs.

Partner



Vendors talk.
Vendors have a fix.
Vendors promise.
Vendors are there now.
Vendors are satisfied.

Partners listen.
Partners have a solution.
Partners deliver.
Partners are there long-term.
Partners never are.

When it comes to enterprise cloud applications, only a trusted partner can deliver. That's why medium-size businesses and nearly half of the Fortune 500 are partnering with Workday to take on the future with confidence.

Recently, Gatepoint Research asked finance executives at companies using Oracle financial management software about their top priorities and challenges. Take a look at the results.

What's top of mind for surveyed finance leaders?



prioritize increasing efficiency with scalable automation

Top technology priorities:

- Improving data analytics for better decision-making
- Building the right skills
- Driving transformation with cloud technologies

What challenges are they facing?

- High level of technical expertise is required to deploy
- Upgrades/patches are disruptive, costly, or too frequent
- Ongoing product support is unavailable



What's missing from their current financial management solutions?



feel their financial management solution has significant manual/administrative workarounds

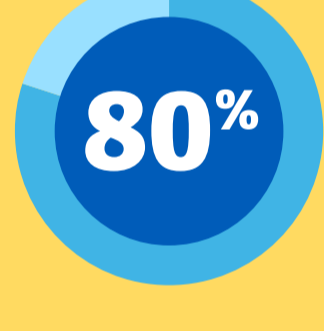


believe their current solution has inefficient business processes



report challenges with multiple data sources and complex integrations

Key requirements moving forward:



want advanced reporting and analytics



want simplified and standardized processes

What do surveyed finance leaders want most?



value a highly responsive partner with strong customer support

They want a partner who:

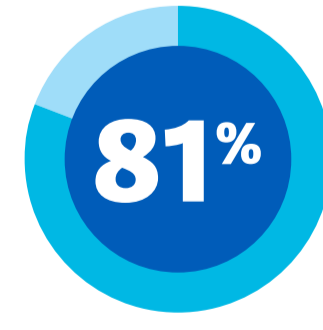
- ✓ Prioritizes customers
- ✓ Values integrity and says what they mean
- ✓ Collaborates with customers to drive innovation

The Workday Difference

Find out why organizations like yours are moving to the cloud with Workday.

Outstanding customer service is one of our core values—and it shows. We've maintained an industry-leading satisfaction rating of 95% or higher for 12 straight years.

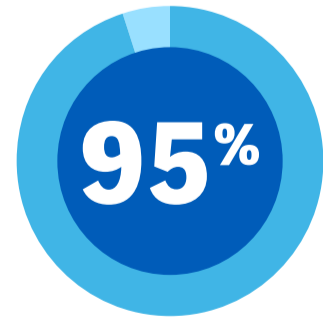
Community



of customers join Workday Community to suggest features, submit feedback, and share best practices with peers

[Learn more](#)

Customer Satisfaction



of Workday deployments launch on schedule, making sure you realize value fast

[Watch video](#)

Trust



of customers benefit from global support 24/7, 365 days a year

[Learn more](#)



“We realized with Workday that our values, culture, and long-term vision are aligned, which allows this to be a true partnership.”



A trusted partner puts you first. See why organizations like yours are partnering with us. [Learn more](#)



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