



Workday Revenue Management

Workday Revenue Management combines an intuitive user experience with enterprise-level functionality to help your organization manage the entire contract-to-cash lifecycle, including contracts, billing, collection, accounting, and analytics, all from a single system. It also enables you to transition to the new revenue recognition standards (ASC 606/IFRS 15) more easily and strengthen your organization's ability to manage revenue holistically.

Agile Customer Contracts, Invoicing, and Billing

Easily create, approve, and track your customers and contracts to maximize visibility and minimize risk to your organization. Workday Revenue Management supports various contract types, and provides integration with CRM systems to cover the entire quote-to-cash process. With the help of Workday Financial Management Connector for Salesforce, CRM integration is quick and easy.

Automate invoice creation based on contract billing terms and schedules. Billing schedule flexibility allows you to automate complex billing processes for different types of products and services, including projects, usage, subscription-based, time and materials, fixed-fee, prepaid, milestone, and additional pricing models. Billing is independent from revenue recognition to ensure adherence to both billing and revenue guidelines and allow for agile business model experimentation. In addition, you can reduce invoice and billing time and bad debt with automated dunning letter creation and alerts that help shared services stay ahead of customers at risk.

Improved Cash Flow and Visibility with Analytics

As one application from contract-to-cash, Workday Revenue Management helps you aggregate all contract data in one system. With built-in approvals, access, and controls governance in place, your teams have full access to the contract and customer data necessary to take action with confidence. Insight analytics and third-party account credit data determine customer invoice risk based on their likelihood of making payment and through the analysis of customer credit scores, customer aging, and DSO trends.

Key Benefits

Streamlined Contract-to-Cash Processing

- Intuitive user experience
- Automated and flexible billing and revenue recognition
- Easy integration with CRM systems
- Built-in governance through the business process framework
- More-accurate processes and accounting results
- Global capabilities, including consolidation
- Accelerated cash flow

Ease of Deployment and Maintenance

- Streamlined technology platform with a single system for finance and HR
- Up-to-date software at all times without the need for reimplementation

Stronger Reporting and Visibility

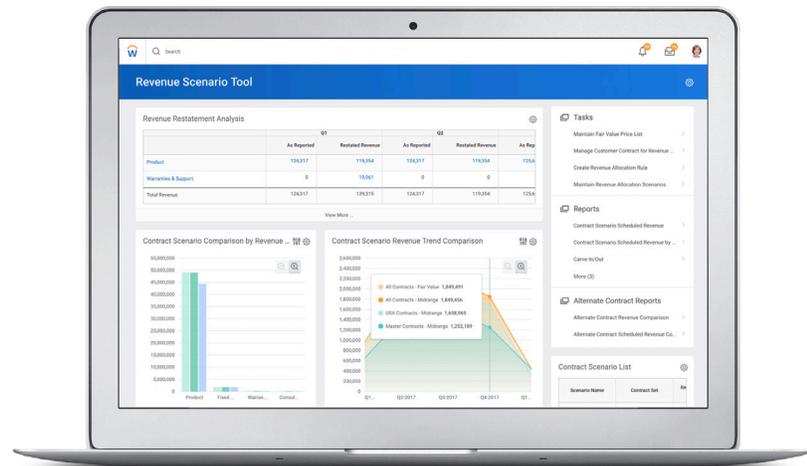
- Insightful revenue recognition scenario modeling tool
- Better visibility into collections and future cash flows
- Detailed reporting and the ability to drill down by relevant business dimensions
- Contract cycle analysis
- Full auditing visibility

In addition, built-in business dimensionality analytics and configurable reporting, such as deferred revenue forecasts, allow you to anticipate behavior and adjust operations based on markets. Your management team also gains the intelligence needed to organize your business based on customer behaviors, needs, and contribution size, so you can streamline operations to deliver superior service and grow revenue and profit.

Smooth Transition to the New Revenue Recognition Standards

Workday supports complex revenue arrangements while complying with current and new GAAP and IFRS guidelines (ASC 606/IFRS 15). More than that, Workday provides the capabilities you need to make a smooth transition to the new standards. Included are comprehensive revenue recognition capabilities that enable customers to record revenue events, complete fair value analysis, link contracts, and allocate and recognize revenue for simple and multielement arrangements.

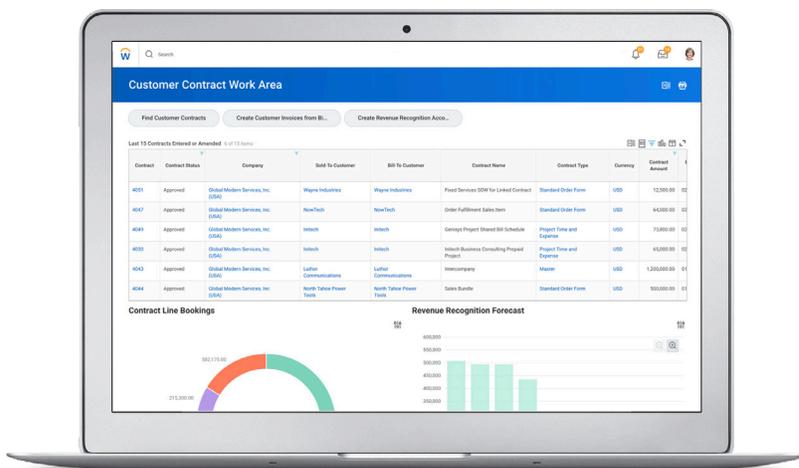
To ease transition and support dual reporting, Workday allows you to view and report on all contracts, and create alternate contracts from Workday or third-party



financial systems to model revenue recognition scenarios for any contract and in any scenario. You can view the comparison results between old and new standards and drill down key variances immediately through a built-in revenue scenario dashboard. This helps you make informed decisions about the most appropriate assumptions and methods that meet your unique needs. Your original contracts and accounting data are always intact, while alternate contracts and modeling are automatically tracked to ease the burden of disclosures and auditing.

Proactive Audit and Compliance

The business process framework in Workday ensures that appropriate personnel are involved in managing contract lifecycle events with all changes captured through strong amendment controls. This “always on” audit trail documents all changes and adjustments throughout the contract lifecycle as they happen—related to contract events and amendments, changes to revenue recognition, and more. Auditor dashboards and reporting make it easy to monitor your business and aggregate audit information for both internal and external auditors, saving you time and resources needed to pull this information together.



Workday Revenue Management

Agile Contract-to-Cash Process

- Intuitive self-service application
- Configurable business processes
- Available Workday Financial Management Connector for Salesforce
- Easy integration with third-party CRM tools
- Support for various types of contracts
- Ability to automate complex billing processes
- Support for complex revenue arrangements
- Ability to streamline the sales cycle
- Reduced administrative workloads
- Shortened DSO and accelerated cash flow

Robust Revenue Functionality

- Custom billing schedules and rate rules
- Flexible revenue recognition methods to support business model innovations:
 - > Usage
 - > Subscription
 - > Project time and expense
 - > Percentage complete
 - > Fixed fees, prepaid, and retainage
 - > Milestones
- Billing independent from revenue recognition
- Deferred revenue forecast and reconciliation

Global Core

- Multilingual architecture and reporting
- Multientity, book, and currency support
- Global consolidation, invoicing, and banking
- Configurable tax engine
- Localizations and translations

Converged ASC 606/IFRS 15 and Other Guideline Change Readiness

- Escalation clauses to manage multiyear revenue schedules
- Allocation and accounting adjustments across linked contracts to support multielement revenue
- Alternate contracts and reporting to meet dual reporting and disclosure requirements
- Scenario modeling tool to analyze new guidance impact to revenue
- Contract acquisition costs, such as sales commissions, capitalized and amortized

One System for Financial Management and Human Capital Management

- Rapid deployment and adoption
- One login and user experience from any device
- Single home page for all Workday applications
- Streamlined accounting visibility (with Workday Financial Management)

Comprehensive Reporting and Insight

- Revenue dashboard for centralized reporting
- Customer collections dashboard with invoice risk scoring
- Revenue scenario dashboard to operationalize scenario modeling
- Deep visibility into the full lifecycle of contracts
- Real-time consolidated revenue insight
- Drill-down analysis by any financial and operational dimensions
- Standard report library and custom report writer
- Calculated fields for key revenue metrics
- Information export for disclosures and auditing



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