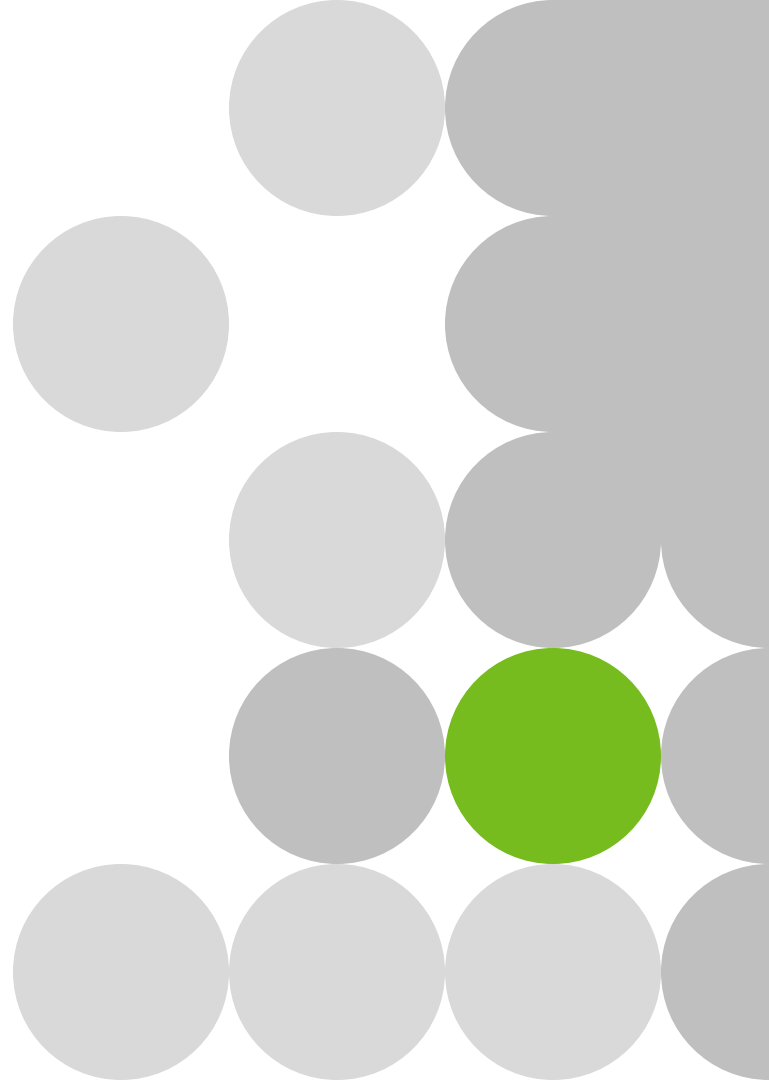




# Templates and Tips to Help You Budget and Forecast



# Safe Harbor Statement

This presentation may contain forward-looking statements for which there are risks, uncertainties, and assumptions. If the risks materialize or assumptions prove incorrect, our business results and directions could differ materially from results implied by the forward-looking statements. Forward-looking statements include any statements regarding strategies or plans for future operations; any statements concerning new features, enhancements or upgrades to our existing applications or plans for future applications; and any statements of belief. Further information on risks that could affect our results is included in Workday's filings with the Securities and Exchange Commission which are available on the Workday investor relations webpage:

[www.workday.com/company/investor\\_relations.php](http://www.workday.com/company/investor_relations.php)

We assume no obligation for and do not intend to update any forward-looking statements. Any unreleased services, features, functionality or enhancements referenced in any document, roadmap, blog, our website, press release or public statement that are not currently available are subject to change at our discretion and may not be delivered as planned or at all. Customers who purchase our services should make their purchase decision upon services, features and functions that are currently available.



Nam Pham  
FP&A Manager

SNAP Financial Group



Tom Peff  
FP&A Director

Adaptive Insights



Chris Pufpaf  
Solution Specialist

Adaptive Insights

# Agility is key to business success

**GLOBAL COMPETITION**

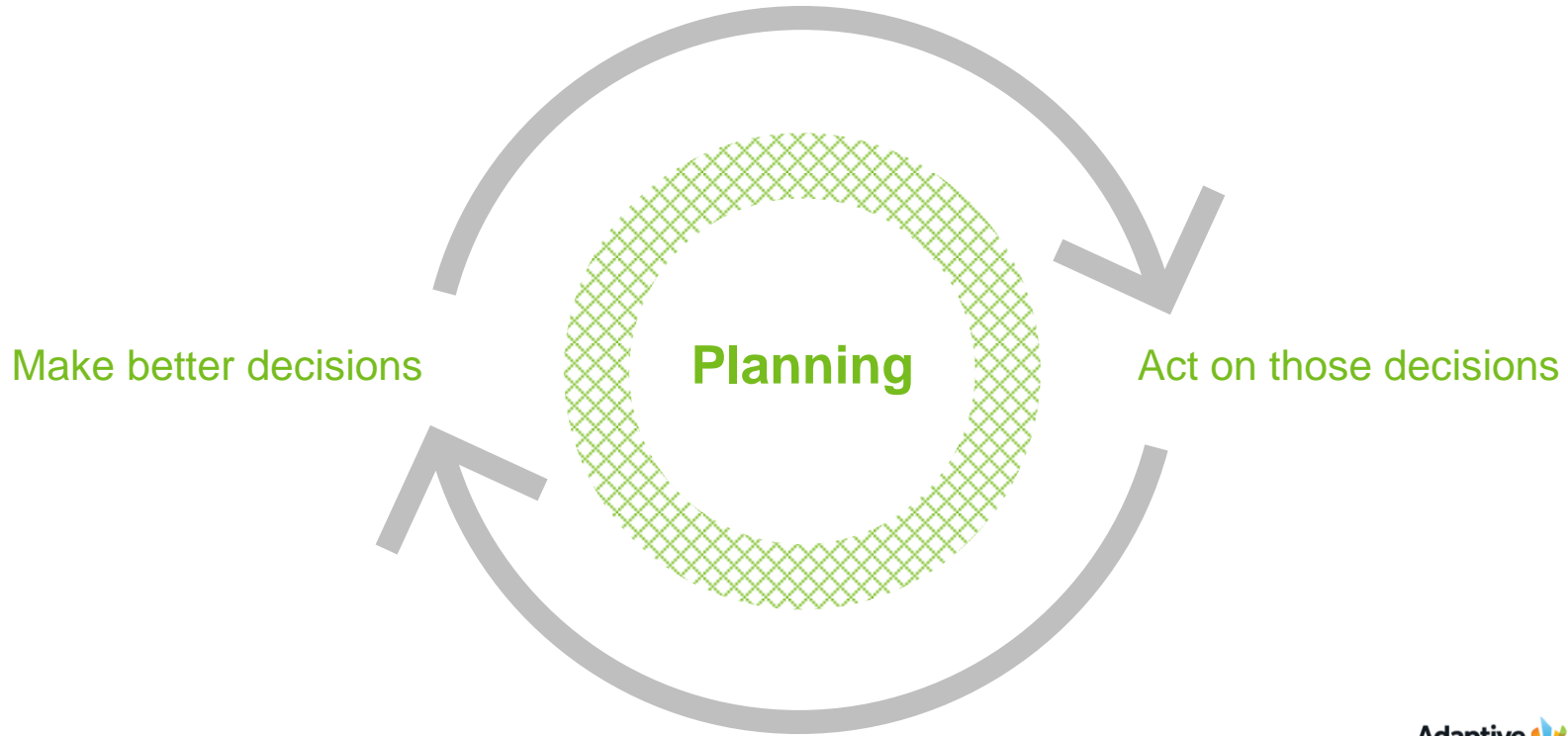


**DIGITAL DISRUPTION**

**DATA EXPLOSION**

**CHANGING REGULATIONS**

# Planning is the path to business agility





**4,000+**  
Planning customers  
in 59 countries

Highest user ratings



**Modern cloud  
architecture**  
Multi-tenant  
In-memory

Patent pending  
Elastic Hypercube  
Technology



Gartner, Inc.  
Forrester Research  
Constellation Research

**#1**



# Everybody Plans



# Orchestrated by Finance



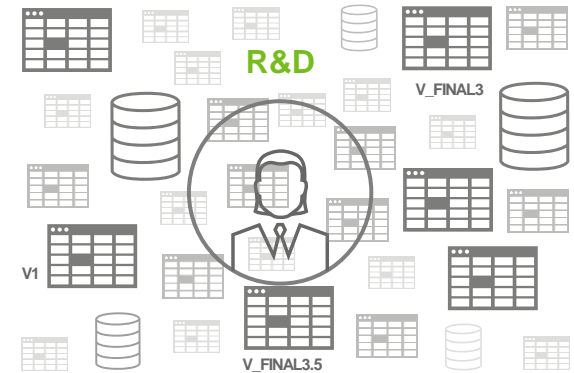
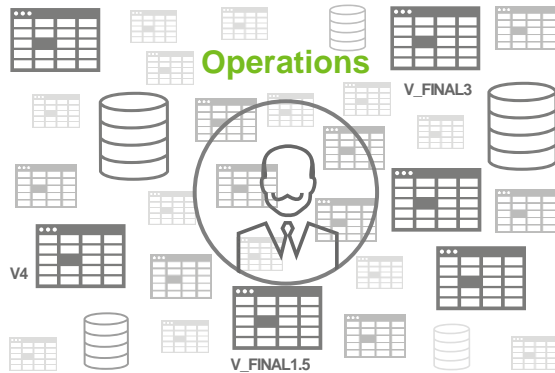
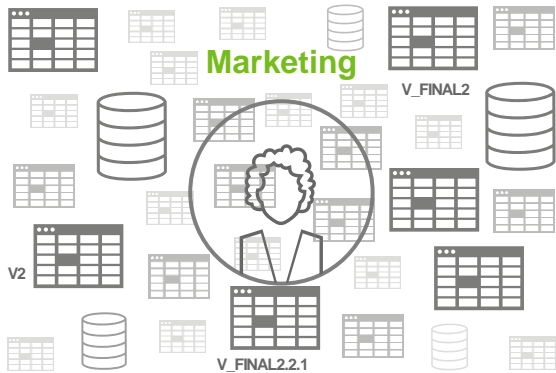


# Poll: Collaboration around planning at my organization is...

- Non-existent, finance just does everything on their behalf
- Excel templates, and it's working fine
- Excel templates, and I'm sick of it
- We have system, but most of the planning is still in Excel
- We have a system, and YAY!!!

# Today's reality: static planning

SILOED • LIMITED IN SCOPE • EPISODIC



# Active planning: a new model for agility

## Active Planning Process

## Solution Requirement



**Collaborative**



**Easy**

Easy to use by everyone

and



**Comprehensive**



**Powerful**

Model & analyze entire business

and



**Continuous**



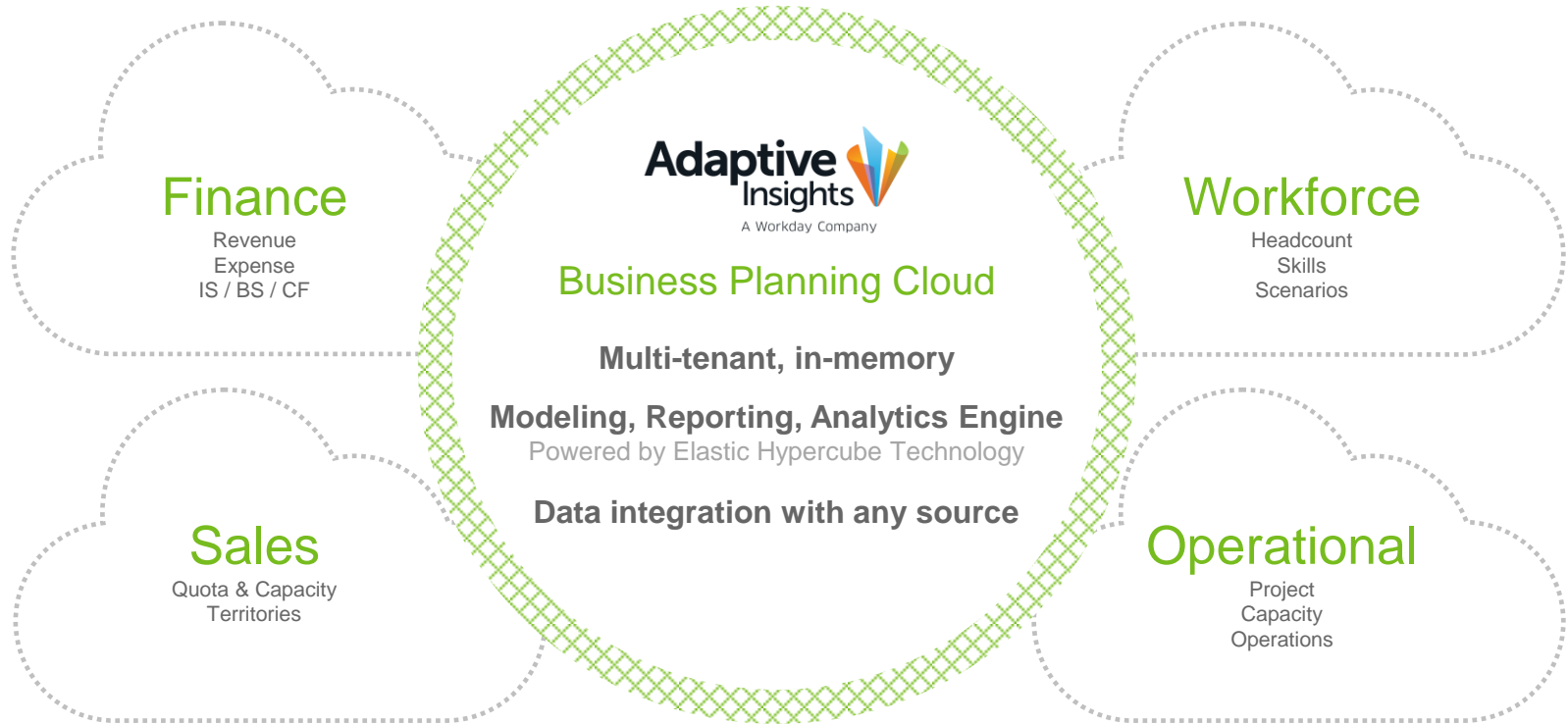
**Fast**

Iterate and update quickly with rapid time to value

# Adaptive Insights Business Planning Cloud



# Platform for companywide planning



**Built for business users**

# Poll: I'm most interested in...

- Top-line models across industries
- Sales quota and territory modeling
- Headcount planning
- Expense budgeting
- Reporting and dashboards



“

We've built out a comprehensive financial and operational model in Adaptive Insights. We're able to easily run what-if scenarios to answer questions about the business.

---

FP&A Manager, SNAP Financial Group

Navigation bar with icons for undo, redo, save, print, search, and refresh.

Versions

11986634.83

Levels: 000-02 No Dep... Product Line: HOME\_ALL

Accounts by Time	
1	Product Schedule
2	Key
3	Forecast Key
4	Loan Receivable Schedule
5	Opening Loan Receivable
6	Origination
7	Origination Growth (%)
8	Run Off
9	Run Off (%)
10	Run Off Override (%)
11	Wholesale
12	Ending Loan Receivable
13	Average Loan Receivable
14	Average Contract Size
15	Number of New Contracts
16	Active Contracts (includes Off BS
17	Interest Income
18	Yield
19	Total Rate
20	Applications
21	Borrowing Facility Schedule
22	Advance Rate %
23	Opening Borrowing
24	Increase / (Decrease) Borrowing
25	Closing Borrow Facility
26	Average Borrowing Facility
27	Restricted Cash
28	Restricted Cash %
29	Interest Expense
30	Cost of Funds

**Metrics**

Product Line: HOME\_ALL

Dimension Values	Description
All	
AUTO_ALL	
COMM_ALL	
HOME_ALL	
PREM_ALL	PREM Company Level
RBF_ALL	
GS_WHOLE	Goldman Sachs Wholesale Portfolio
RENT_ALL	
SFGI	
RBW	

**Dimensions**

	Feb-2019	Mar-2019	Apr-2019	May-2019	Jun-2019	Jul-2019	Aug-2019	Sep-2019	Oct-2019	Nov-2019	Dec-2019	Jan-2020
1	1	1	1	1	1	1	1	1	1	1	1	1
2	1	3	7	3	6	9	6	0	3	0	0	0
3	%	%	%	%	%	%	%	%	%	%	%	%
4	5	1	5	1	9	2	4	5	0	6	7	9
5	%	%	%	%	%	%	%	%	%	%	%	%
6	%	%	%	%	%	%	%	%	%	%	%	%
7	...	...	...	...	...	...	...	...	...	...	...	...
8	7	4	0	0	1	3	3	1	2	5	9	7
9	1	2	5	7	8	1	0	8	5	1	0	4
10	1	1	3	1	8	9	1	4	0	3	9	8
11	9	8	6	1	3	9	7	9	0	6	0	3
12	%	%	%	%	%	%	%	%	%	%	%	%
13	9	4	5	8	2	6	8	1	7	0	3	1
14	%	%	%	%	%	%	%	%	%	%	%	%
15	7	9	7	1	3	6	1	7	0	3	1	1
16	%	%	%	%	%	%	%	%	%	%	%	%
17	1	4	6	5	8	5	5	5	4	7	0	1
18	...	...	...	...	...	...	...	...	...	...	...	...
19	3	9	6	0	7	8	4	7	9	2	5	5
20	%	%	%	%	%	%	%	%	%	%	%	%
21	9	5	8	0	5	3	9	9	2	8	0	3
22	%	%	%	%	%	%	%	%	%	%	%	%



# Poll (multiple selections): We model the top-line by...

- Growth rates by segment
- Price \* volume
- Pipeline
- Sales rep capacity
- Customer accounts
- Hard code



Models and templates across industries

# Poll: I'd like to...

- See a customized demo for my business
- Join an upcoming webinar on analytics
- Get more information
- Speak with a someone at Adaptive Insights

# More information

Group Demo (every Wed 10am PT/ 1pm ET )

[www.adaptiveinsights.com/group-demo](http://www.adaptiveinsights.com/group-demo)

Download the whitepaper

[“Plan to Win: Achieving business agility in the age of urgency”](#)

