



Orchestration for the Agentic Era—Powered by the #1 iPaaS.

Workato at a glance

Founded in 2013

By leaders from TIBCO, Oracle, and Splunk to bring integration, automation, and orchestration together

25,000+ Customers

Direct and embedded customers across 90 countries globally

12,000+ Connections

Salesforce, Workday, Netsuite, SAP, Jira, Slack, Teams, and more

Leader in iPaaS MQ

7x year Gartner MQ Leader, ranked furthest in Platform Vision & AI

#1 Recommended

Only vendor recognized as Customers Choice from Gartner Peer Insights

FINANCIAL SERVICES



SOFTWARE



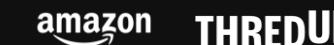
TELCO / MEDIA



RETAIL



BRILLIANT EARTH



MANUFACTURING / HIGH TECH



HEALTHCARE / PHARMA



Strategic imperatives defining today's iPaaS, integration, and orchestration markets

Accelerate AI & Agentic

"88% of orgs are piloting AI, but only 7% are fully scaled."

McKinsey, 2025

Improve Agility & Reduce TCO

"Modernize the technology portfolio to ensure competitive advantage, reduce costs, and improve time to market."

3 Defining 2025 Trends for Enterprise Architecture, Gartner 2025

Consolidate Platforms

"Duplicative solutions and convoluted legacy application portfolios hinder business outcomes."

Gartner, How CIOs Use Application Composability to Unlock Business Agility, 2024

2018 & prior

2026

Time

3 most common problems we hear

1

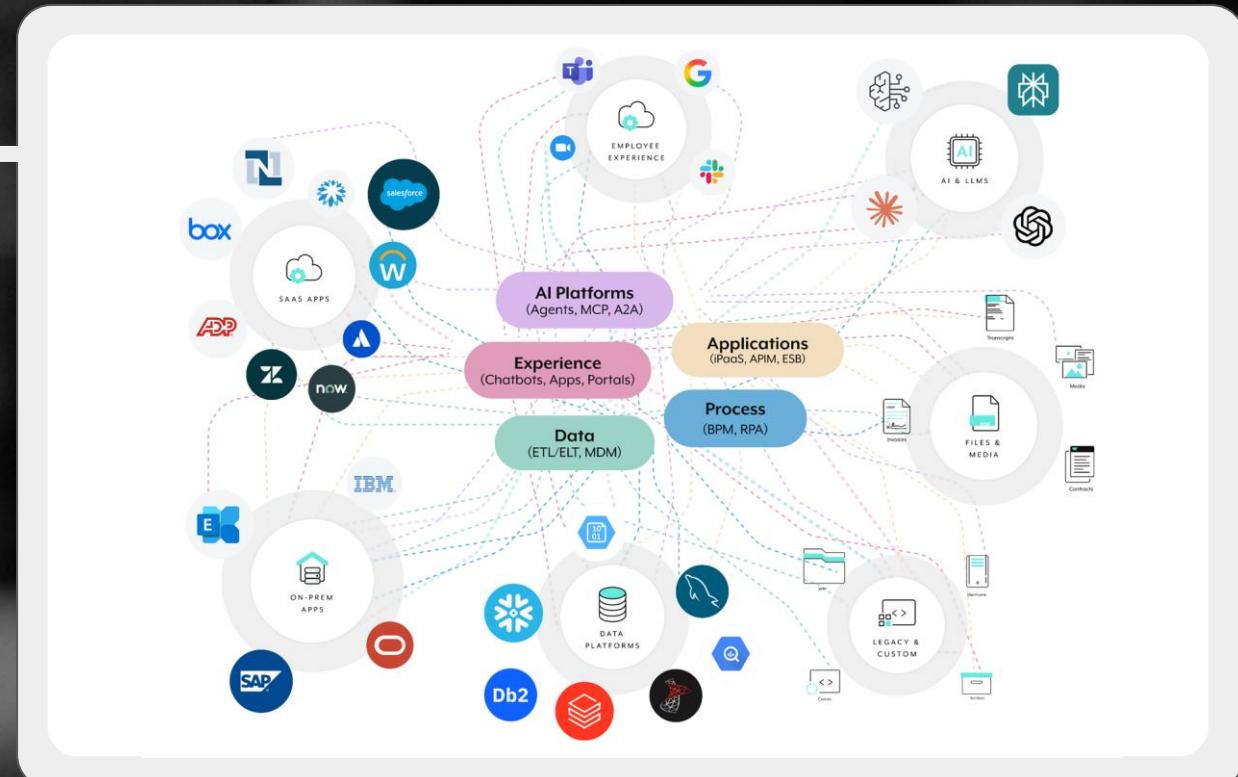
Redundant solutions & legacy platforms

2

High operating costs & IT bottlenecks

3

Unable to scale AI & agentic initiatives



3 most common problems we hear

1

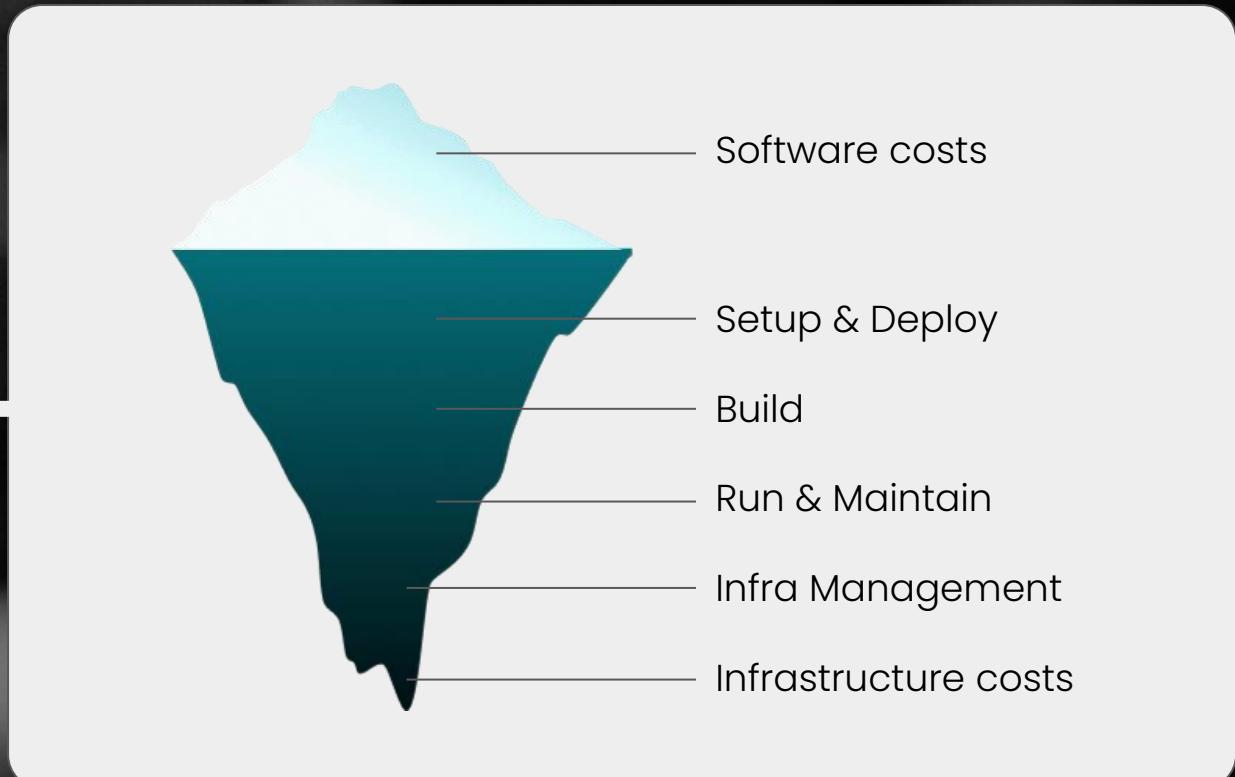
Redundant solutions & legacy platforms

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High operating costs & IT bottlenecks

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3 most common problems we hear

1

Redundant solutions & legacy platforms

2

High operating costs & IT bottlenecks

3

Unable to scale AI & agentic initiatives



Have substantial data, integration, and governance debt preventing AI adoption.



Unable to deploy AI proof-of-concepts to production.

Deloitte



See measurable impact from AI initiatives.



What Workato Delivers

1

Redundant solutions & legacy platforms



Unified Platform

Replace redundant integration, automation, and API tools with a modular, open platform—eliminating overlap, tech debt, and vendor lock-in.

2

High operating costs & IT bottlenecks



Modernization & Agility

Cloud-native and serverless to cut cost and boost speed—no maintenance, downtime, or specialized developers required.

3

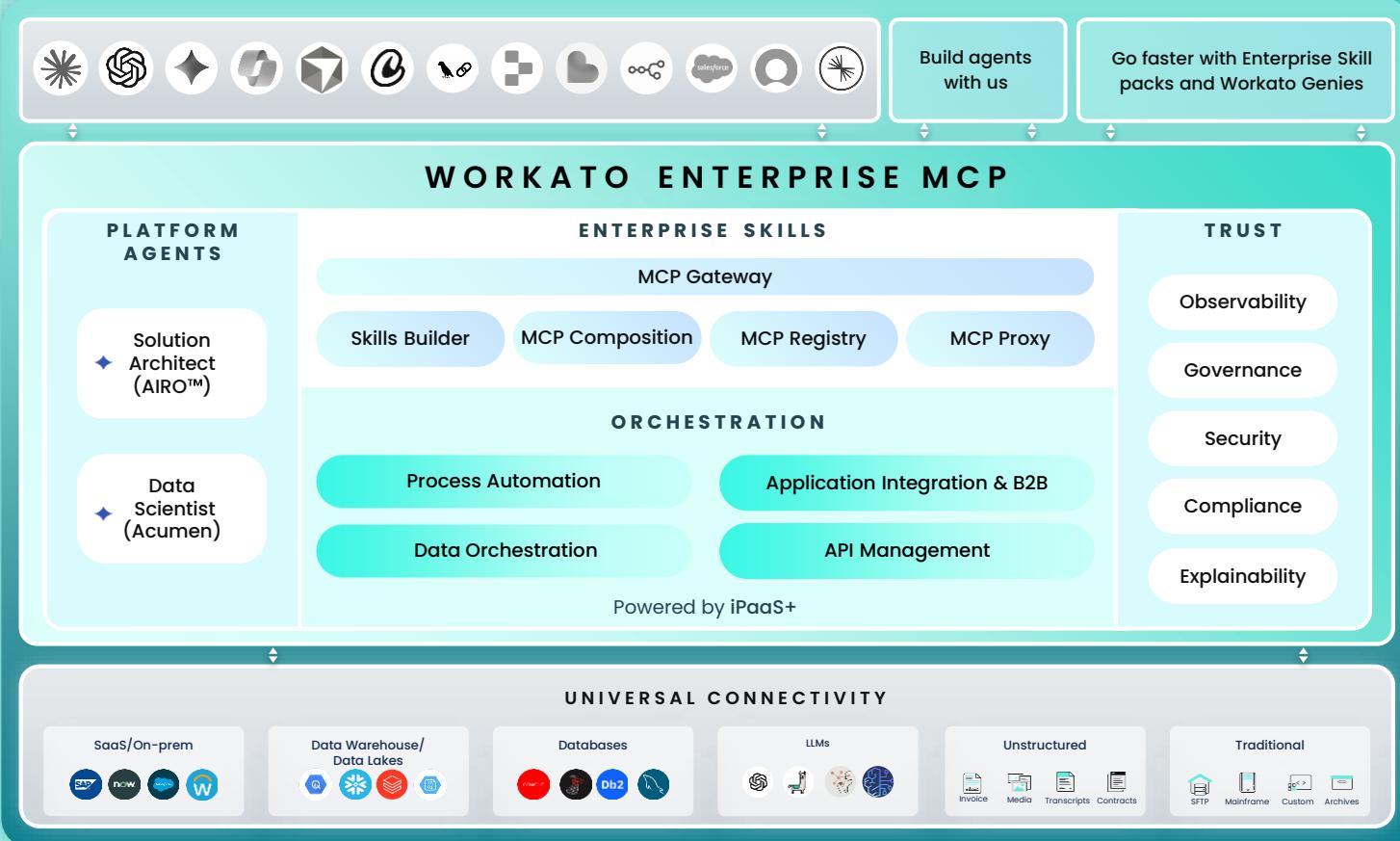
Unable to scale AI & Agentic initiatives



Foundation for AI & Agentic

Designed for the future—where AI and orchestration work together through a secure, governed orchestration fabric.

Orchestration for the Agentic Era—Powered by the #1 iPaaS.

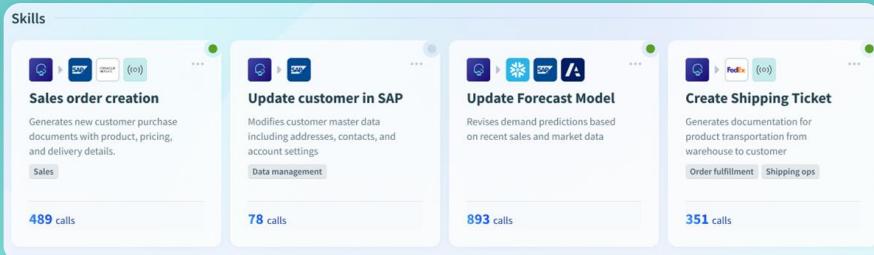


Powerful low-code agent builder and new work experience.

WORKATO AGENTIC

Agent Studio

Build KPI-driven agents with proven enterprise skills



Workato GO

Enterprise search, intelligence layer, and new work experience.

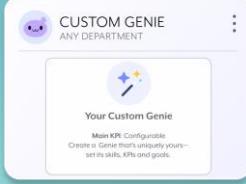
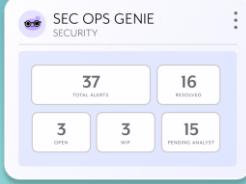
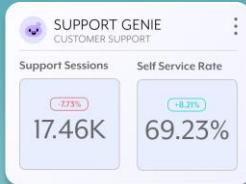
 workato GO

WORKATO ENTERPRISE MCP

Universal Connectivity (10,000+ apps)

Accelerate time to value with pre-built agents for business teams

WORKATO GENIES



WORKATO AGENTIC

WORKATO ENTERPRISE MCP

Universal Connectivity (10,000+ apps)

Engineered for Performance. Trusted at Scale.

Cloud Native
(Always On)

Serverless
Auto-scaling

Active-active DR
(3 AZ Deployment)

Trigger Types
(RT, NRT, Batch,
Bulk)

Action Types
(RT, NRT, Batch,
Bulk)

Observability
by Default

Embedded
Mode

Multi-region
Availability

Virtual Private
Workato

AWS GovCloud

Zero downtime
upgrades

Log & Audit
Streaming

Transaction
Integrity

CI/CD by Default

Cloud Native (born in the cloud)

It means **not to worry** about:

- Maintaining infrastructure
- High availability
- Idle capacity
- Regression testing & rebuild every new update

Enterprise Grade (out of the box)

It means **by default** you get:

- Guaranteed delivery
- Transaction replay
- Observability
- In-sequence delivery



BUILT FOR THE ENTERPRISE

Scalability	Compliance	Security	Governance	Operations
<ul style="list-style-type: none">✓ Containerized✓ Elastic scaling✓ Fault tolerance✓ Load balancing✓ Always on	<ul style="list-style-type: none">✓ GDPR, ISO✓ HIPAA, PCI✓ SOX ready✓ Regional DCs	<ul style="list-style-type: none">✓ Always encrypted✓ EKM, BYOK✓ Key rotation✓ Secrets manager✓ Data masking	<ul style="list-style-type: none">✓ AHQ✓ SSO, SCIM, JIT✓ Real-time audit✓ RBAC✓ Retention control	<ul style="list-style-type: none">✓ RDLC (CI/CD)✓ Developer APIs✓ RecipeOps✓ Dashboards✓ Alerts/notifications

Deployment options

(Commercial cloud, VPW, private connectivity, GovCloud, OPA)

Business continuity

(High availability, failover)



7x Leader in Global iPaaS

Workato Orchestration Platform received excellent scores for AI implementation support, addressing needs in both aspects of this market: AI for integrators and integration for AI.

Gartner, iPaaS Critical Capabilities, 2025

Ranked #1 in Vision & AI Enablement



Gartner® Magic Quadrant™
Integration Platform as a Service, 2025

Product or Service Scores for AI Enablement

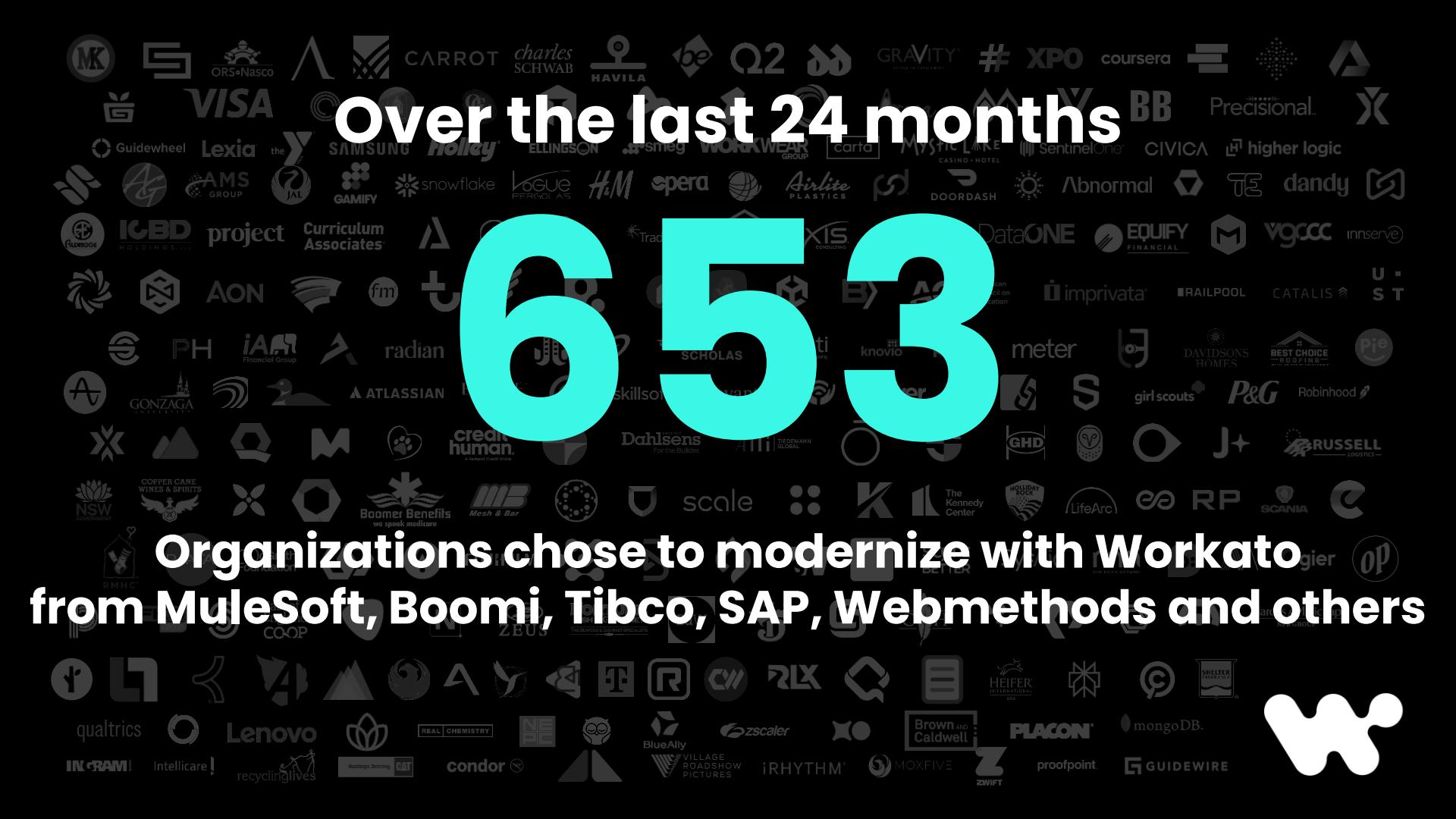
Workato	3.66
SnapLogic	3.65
Informatica	3.55
Tray.ai	3.41
Huawei Cloud	3.32
Microsoft	3.29
SAP	3.27
Boomi	3.26
Jitterbit	3.26
Celigo	3.21
Amazon Web Services	3.09
IBM	3.07
Salesforce (MuleSoft)	3.02
Oracle	2.87
Zapier	2.82
Frends	2.40

As of 21 February 2025

1 2 3 4

© Gart

Gartner® Critical Capabilities™
Integration Platform as a Service, 2025

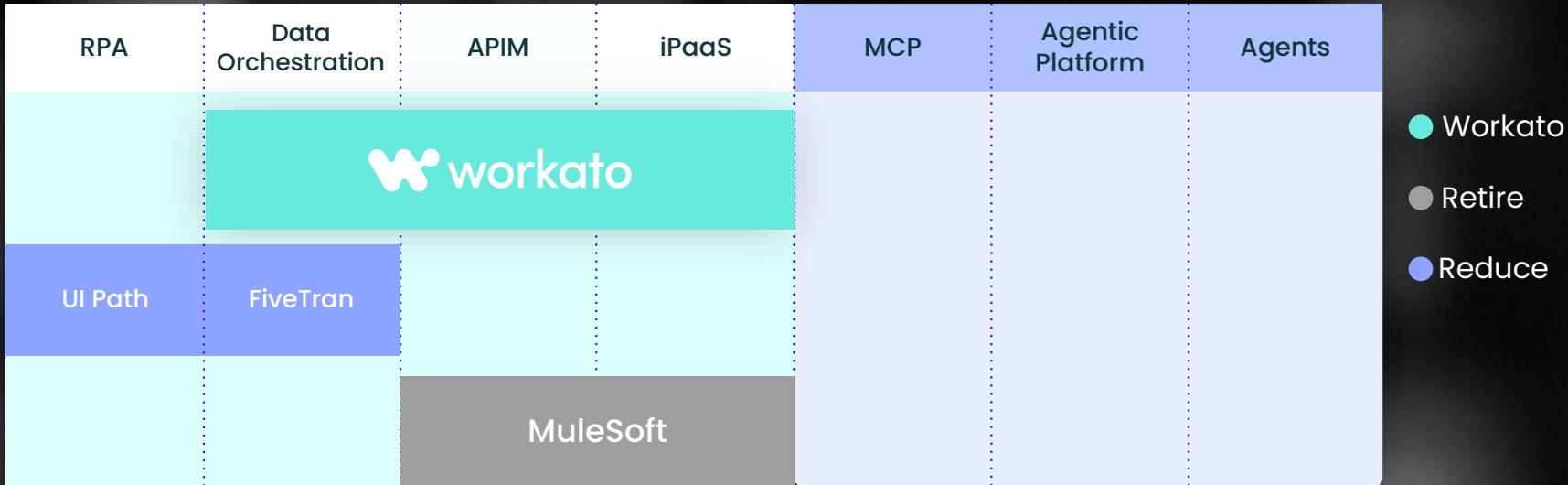


Over the last 24 months

653

Organizations chose to modernize with Workato
from MuleSoft, Boomi, Tibco, SAP, Webmethods and others

The Modernization Journey at samsara

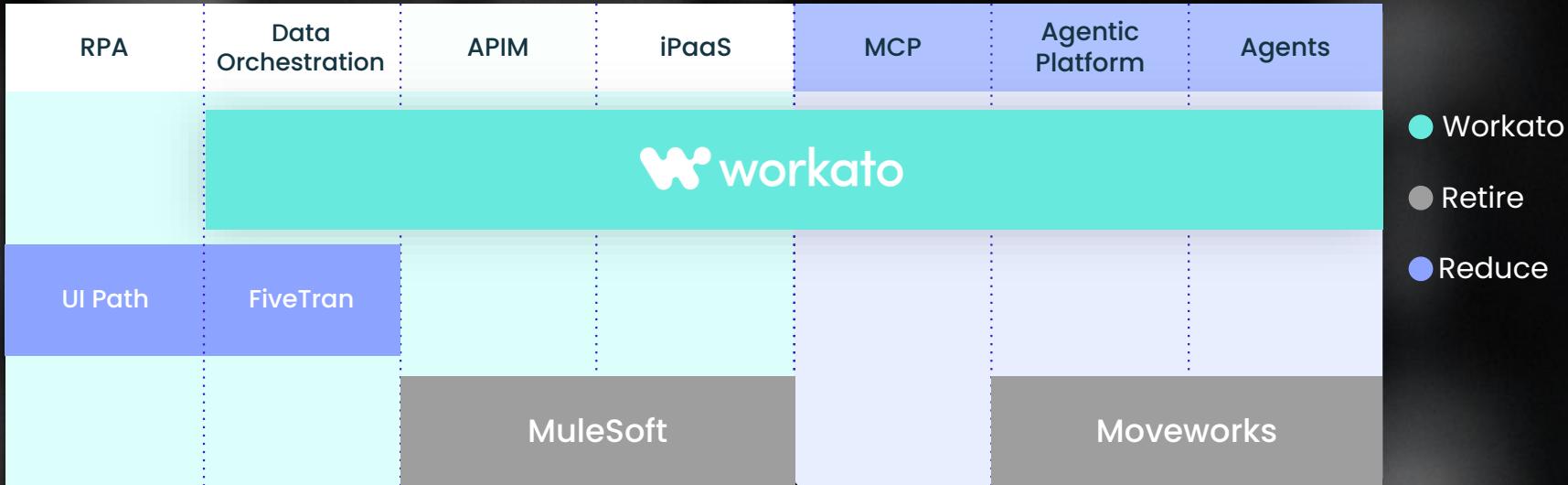


“Our longest [integration with Workato] took one to two weeks—the same initial build [on MuleSoft] took somewhere around eight to ten weeks.”



Vaishali Gandhi
Senior Director of Data Engineering, Integrations, and AI

The Modernization Journey at samsara



As we look to the future we're not only managing employees... we're managing fleets of agents. **It's incredibly important for us to orchestrate them with Workato** so that they're working together to meet business goals.



Stephen Franchetti, CIO

One Platform for Every Journey

AI & AGENTS

Agentic at Scale

Build and scale agents across your enterprise with full governance, safety, and control.

MODERN & AGILE

Orchestration + AI

Accelerate AI initiatives from pilot to production with orchestration that brings speed, flexibility, and scale to every project.

UNIFIED PLATFORM

Integration & Automation

Replace fragmented tools and legacy tech with a single, cloud-native platform that connects every app, data source, and workflow.

ENTERPRISE MCP SKILL PACKS



WORKATO GENIES

WORKATO AGENTIC

WORKATO ENTERPRISE MCP

Orchestration for the Agentic Era—Powered by the #1 iPaaS.

UNIVERSAL CONNECTIVITY

SaaS/On-prem



Data



Databases



LLMs



Unstructured



Legacy/Custom

workatoONE



NEXT STEPS

Workato at a glance

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By leaders from TIBCO, Oracle, and Splunk to bring integration, automation, and orchestration together

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Today's challenges block tomorrow's progress

The pace of innovation is happening in months, not years.

Integration silos and vendor sprawl

Tool and vendor fragmentation leads to costly overlap, integration gaps, and constant maintenance headaches.

Specialist requirements create bottlenecks

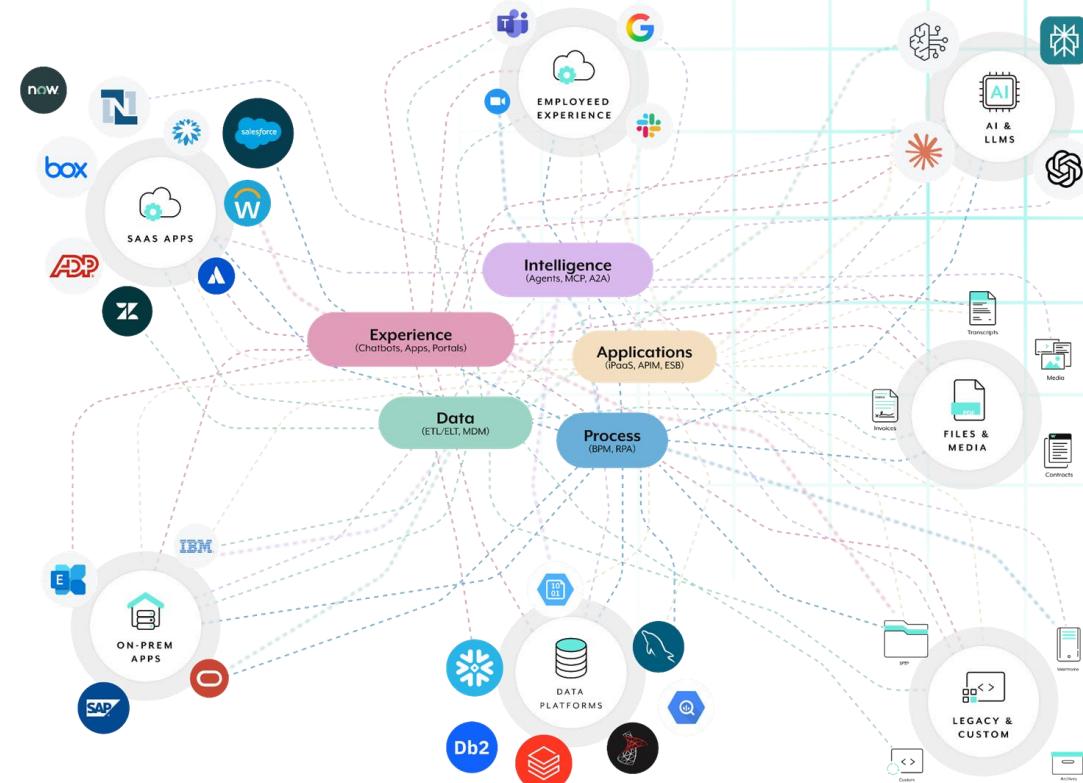
IT gets stuck in KTLO/maintenance mode vs. upskilling or tackling new initiatives.

High operational costs

Constant maintenance and brittle integrations drain resources; every upgrade or change demands redevelopment.

Governance & security gaps

Lack of unified policy enforcement, inconsistent access controls, and more create compliance risk and blind spots.



Workato is built for where you are, and where you're going.

No matter where your data lives, Workato can orchestrate it.

Universal Interoperability

Open framework that connects to any vendor ecosystem and supports all integration patterns (API, events, batch, etc.)

Unified Low+Pro Code Builder

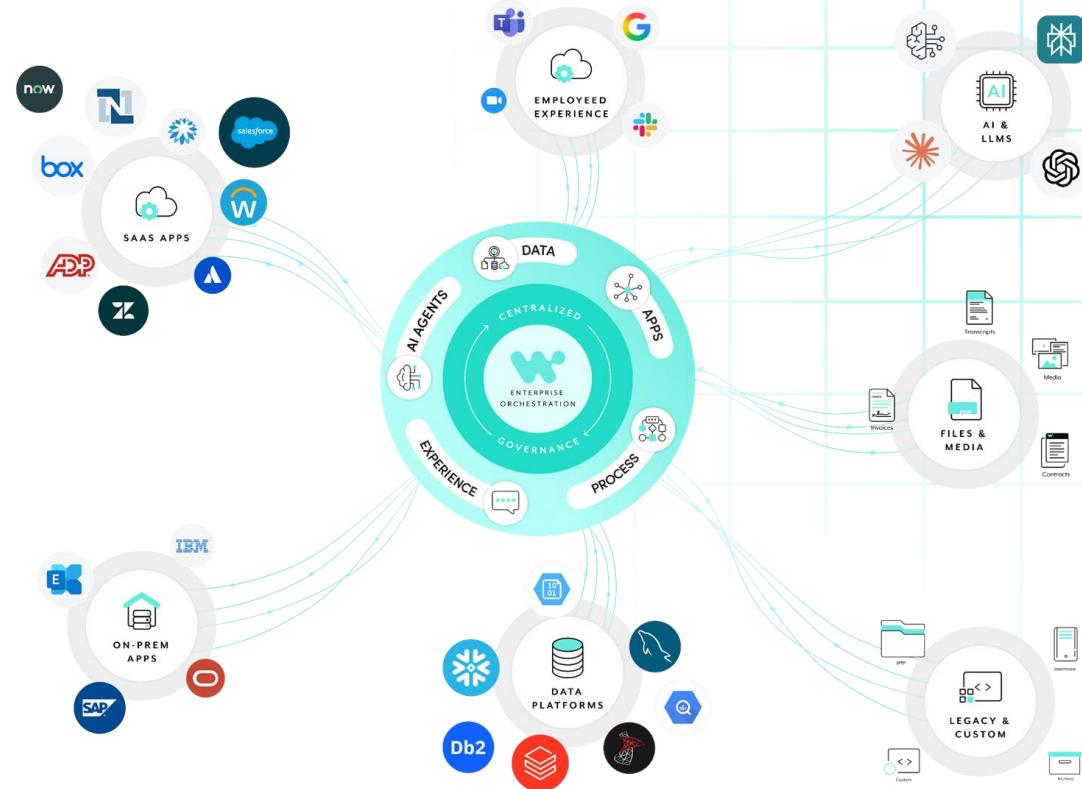
One developer experience across iPaaS, APIM, AI, and Agents to increase agility and developer capacity

Zero Infra & Maintenance costs

Cloud-native with 99.99% uptime, instant scaling, and global reliability—no maintenance, regression testing, or manual updates required

Enterprise-wide, federated governance & security

Patented runtime user authentication, granular RBAC/ABAC control, hourly key rotation, OOTB audit & monitoring, and more

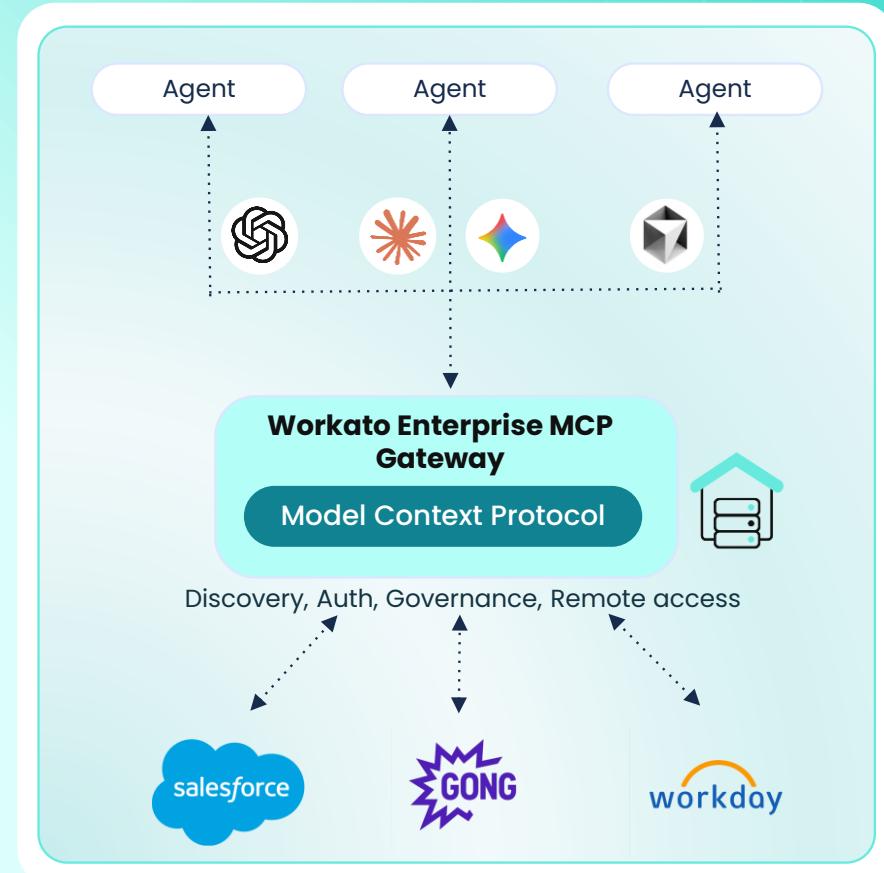


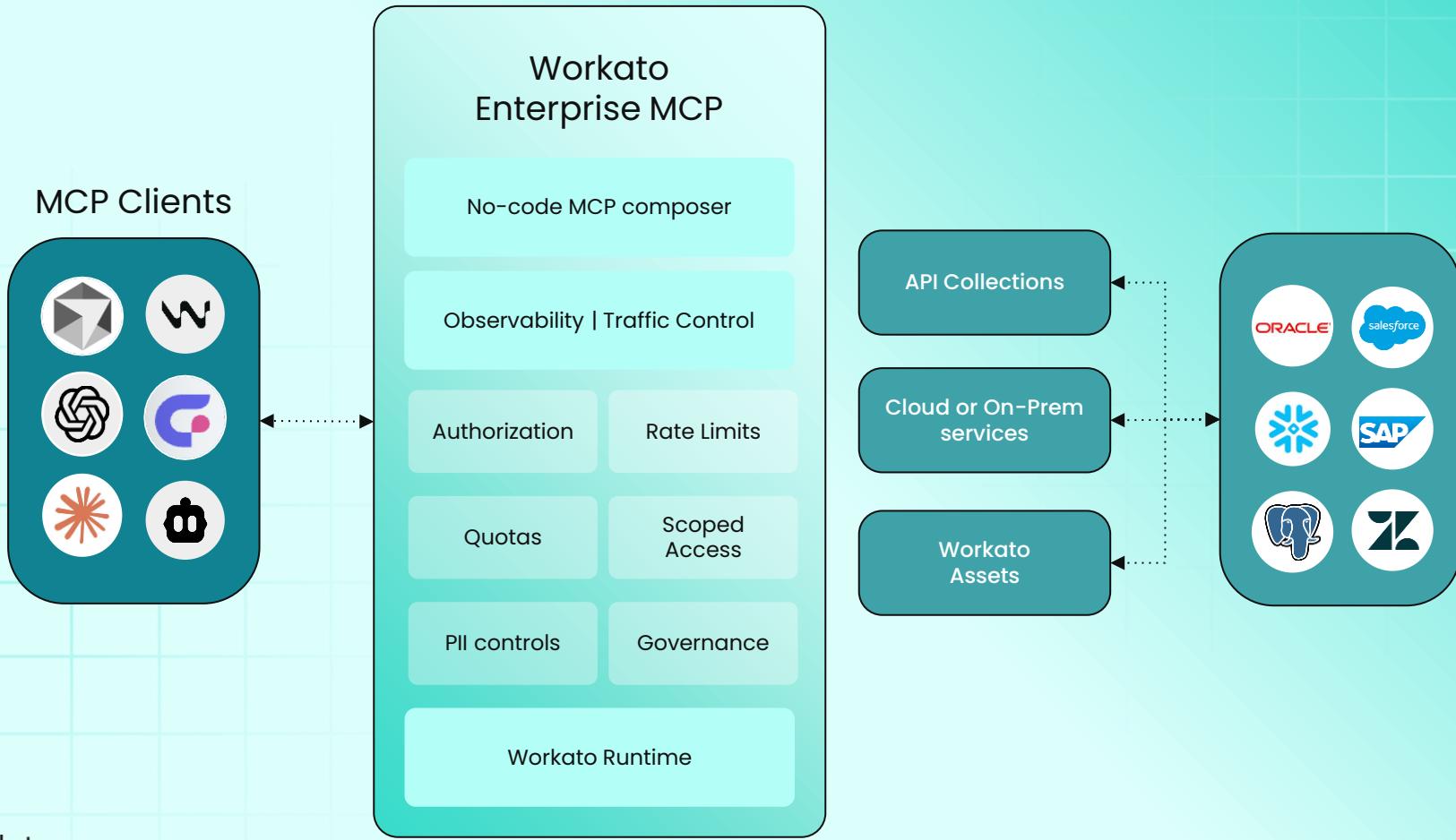
Workato Enterprise MCP Gateway

What: Securely exposes Enterprise Skills and third-party MCP servers to any AI agent with built-in authentication, authorization, and policy enforcement at runtime.

Value: Ensures safe AI execution through role-based access control, rate limiting, domain whitelisting, and complete observability.

Example: When an agent attempts to use the "process refund" skill or access a third-party MCP server, the MCP Gateway validates the user's permissions, enforces rate limits, checks the requesting domain against whitelist policies, and logs the complete transaction.





Enterprise Skills are better than raw APIs

Accurate

Claude

- ✓ Validate eligibility
- ✓ Calculate amount
- ✓ Process refund
- ✓ Update systems
- ✓ Notify customer

OpenAI

- ✓ Validate eligibility
- ✓ Calculate amount
- ✓ Process refund
- ✓ Update systems
- ✓ Notify customer

✓ Same outcome, every time.

Reliable

Started
Processing refund for Order #2847

Validated
Eligibility confirmed

System Failure
Stripe connection timeout
⚠ Payment gateway unavailable

Auto-Recovery
System detected & resumed
⟳ Retrying with exponential backoff

Completed
\$127.50 refunded successfully

✓ Always completes, never fails.

Secure

RAW APIs

Exposed & Complex

- POST /v1/refunds
- PATCH /orders/{id}
- POST /notifications
- PUT /inventory/{sku}

Enterprise Skill

Protected & Simple

Process Customer Refund

- ✓ Built-in authentication
- ✓ Complete audit trail
- ✓ No credentials exposed
- ✓ Policy enforcement

✓ Full visibility, complete control.

AGENTS
with MCP Tools

Confidently wrong

Ad hoc API calls

Process unaware

Skip or repeat

Black box

YOLO Security

AGENTS
with Workato Enterprise MCP

Predictably correct

Trusted business actions

Full enterprise context

Transactional & resilient

Fully observable

Zero-trust governed

SKILLS

ORCHESTRATION

TRUST



Workato offers every level of agent maturity

Search

Find information with **full enterprise context** across all KBs, apps, data sources, processes.

Copilots

Agents that work **within the context of an app** to answer questions and take action.

AI Assistant

Autonomous or human driven agents that reasons and **takes action across systems** to complete everyday tasks.

Deep Action™

End-to-end orchestration of complex business processes. Multi-system, multi-function with human confirmation/approval as needed.

Multi-Agent Orchestration

Multiple agents, 1st party and 3rd party, working together to **drive business outcomes**.

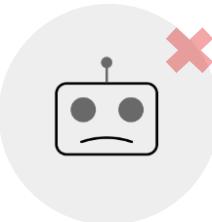
Powered by Workato Enterprise MCP — enabling universal connectivity across knowledge bases, apps, and data with centralized security and governance.

Cutting through the “agent” noise

What are *not* Enterprise Agents?

1

Bots ≠ Agents



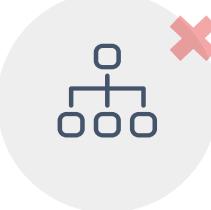
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Workflows calling
LLMs ≠ Agents



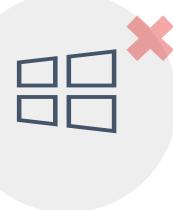
3

Rule based
Responses ≠
Intelligence



4

Integrations from
Slack/MS Teams ≠
Agents

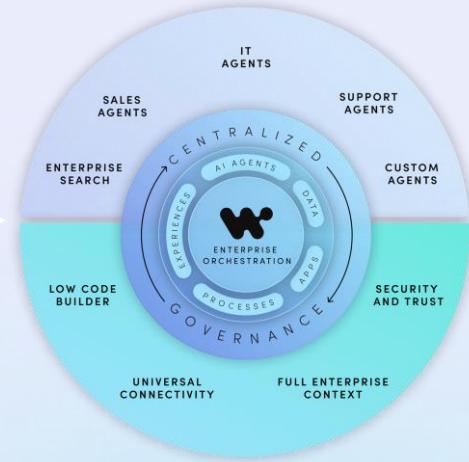


Crossing the AI chasm

Without orchestration and Enterprise MCP, AI initiatives stay stuck in pilot purgatory



FUTURE
Agentic
Enterprise



POWERED BY
Workato Enterprise MCP

Bringing Speed and Power together

Event Based

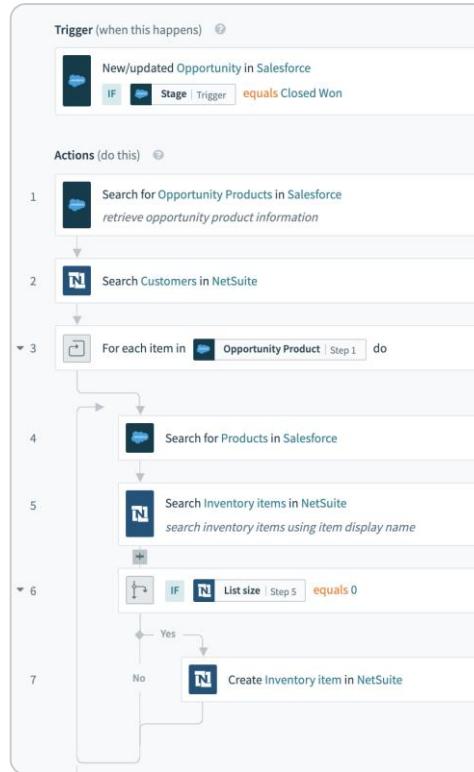
Real Time | Scheduled | Batch

Powerful Logic

Linear | Branching | Looping | Try/catch | Call other Recipes

Community

500,000 Recipe Templates | Reusable Solution Gallery



Smart Connectors

1,700+ apps | Auto-dedupe | In-Sequence Delivery | No data loss

Connect to Anything

Cloud | On-prem | Micro-services | Custom Connector SDK

Low-code, No-code, Enterprise-grade

Community Recipe templates | Instant Deployment | Auto-scaling

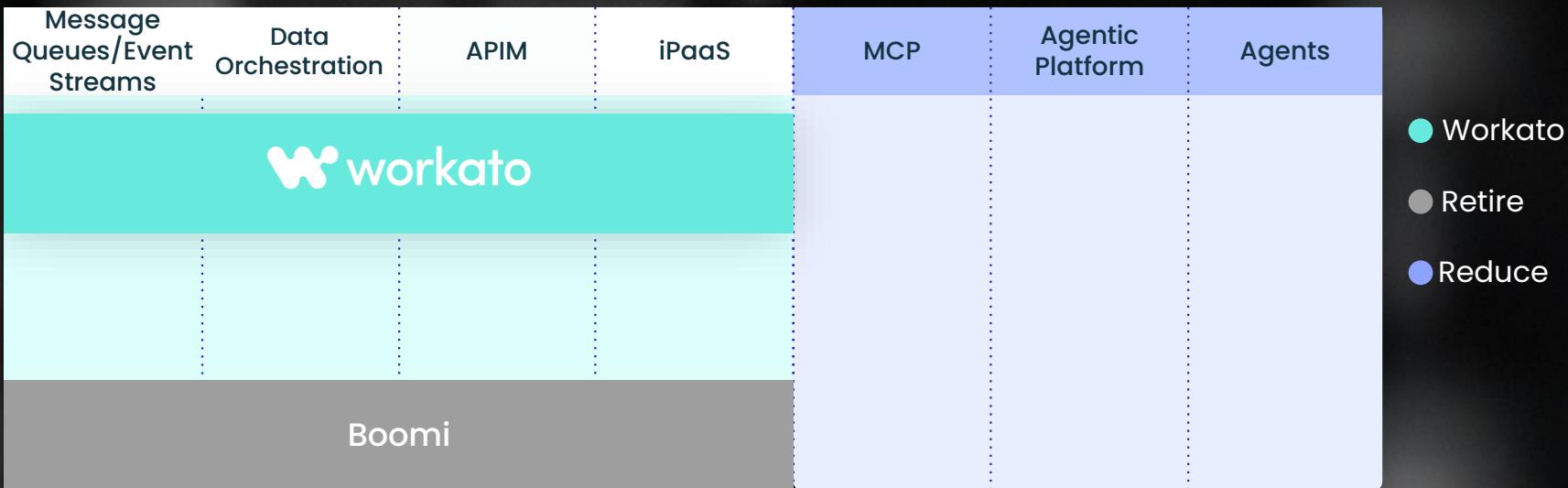


Workato's offering demonstrates that simplification does not mean lack of power.

**Forrester,
iPaaS Wave**

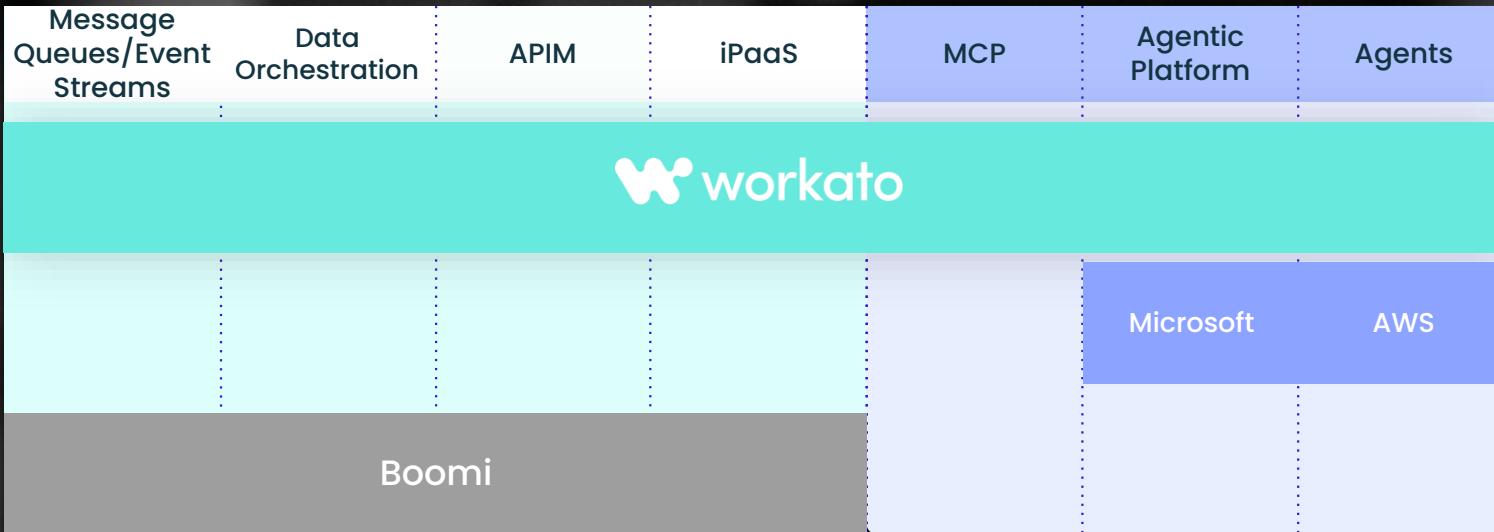


The Modernization Journey at





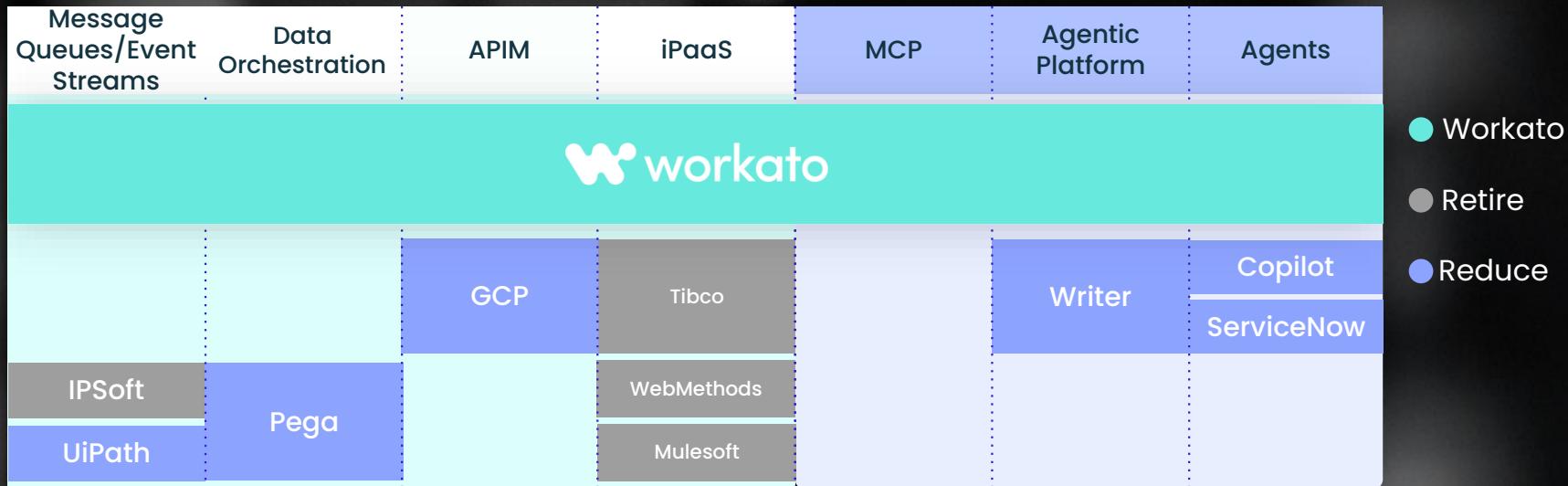
The Modernization Journey at



The Modernization Journey at vodafone



The Modernization Journey at vodafone





How Samsara replaced Mulesoft with Workato to become cloud-native

Challenge

- Escalating MuleSoft costs slowed GTM speed
- Managing 48 integrated systems and millions of transactions
- Legacy biases: scalability, EDI, cloud dependency, API reusability

Solution

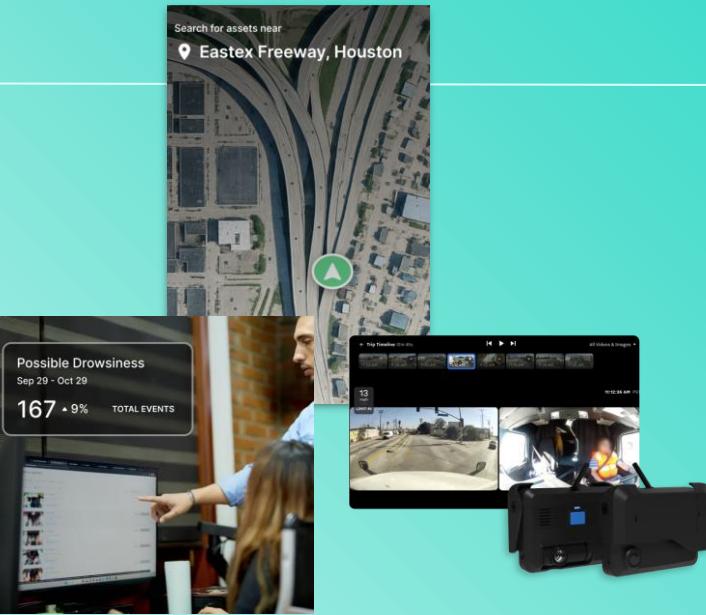
- Migration to Workato for enterprise integration & automation
- Cloud-native, microservices-based runtime with distributed scalability
- Robust EDI support, concurrency handling, composability, and observability

2X development speed compared to FTE equivalent

Improved **governance, traceability, and security**

Workato adopted across multiple teams in **<4 months**

Lower Total Cost of Ownership with consumption-based economics



"As someone who spent 10+ years using MuleSoft, I admit that I was skeptical at the beginning but after some time working with Workato first hand, now I'm a believer. What did it for me was the speed of development, the scalable costs, and the pace of the Workato Product Team's innovation—this is a modern platform and a vendor that delivers."

Shrujal Patel

Manager of Data Integrations



How Samsara used Workato Enterprise MCP to Redefine IT and Employee Experience

Challenge

Samsara's previous agent solution hit a ceiling. It could chat, but couldn't orchestrate the multi-step workflows needed to actually resolve IT tickets.

On top of that, new agent capabilities and requests took months of vendor prioritization before they were implemented.

Solution

Workato Enterprise MCP gave their agent Skills—governed IT workflows like access provisioning and hardware requests that execute end-to-end.

Now, Samsara's team adds new Skills without vendor dependencies, continuously improving their KPIs.

Automation scaled from **4 million to 40 million tasks in six months**

Enabled **rapid customization** — changes implemented in minutes instead of months

“

*We're not only managing employees, we're managing fleets of agents. It's **incredibly important** for us to orchestrate these fleets with Workato Enterprise MCP so that they're working together to meet business goals.*



Stephen Franchetti, CIO