



Enterprise MCP (EMCP) & Orchestration

We deliver the fastest AI impact across your business

Delivering AI impact in leading enterprises



#1 e-Commerce company
in Korea, Taiwan

\$20M/yr savings on support through EMCP
powered autonomous support agents. Only
AI solution with 95%+ accuracy.



Red Hat

#1 in Enterprise Linux

\$90M incremental revenue delivered by
1936 reps using EMCP powered real-time
CPQ agents.



vodafone

#2 Telco in Europe

Workato EMCP foundational for all AI
projects. From new SMB revenue streams
to closing the books **40% faster**.



#2 Stock Exchange globally

27% increase in seller productivity with
Workato EMCP powered AI agents.



Top CRM provider

EMCP powered agents across LOBs. E.g.
72K GTM requests automated annually,
freeing 6000 hours for sales, sales ops.



samsara

#1 fleet management in US

EMCP foundation for all AI projects. E.g. 22%
of ticket resolution with Moveworks to **45%**
resolution out of the gate with Workato.



"Workato is leading the charge in MCP by creating a standard for organizations to turn their systems, data, and processes into AI-ready services with limitless innovation."

– Angela Stewart, Vice President of Enterprise Solutions, Nasdaq

Top AI companies run on Workato EMCP & Orchestration



Customer

Partner

Powers order-to-cash in complex, hyper-growth environment.



Customer

Partner

Orchestrates media rights & licenses, and employee onboarding.



Partner

Product and GTM partner to deliver Enterprise MCP to customers.



Customer

Runs revenue and finance processes in high-growth setting.



Customer

Runs supplier management processes at scale with real-time visibility.



Customer

Powers order to cash and revenue analytics for high-growth setting.



"Being the orchestration layer that brings together data, applications, processes, and technologies, with AI natively—is extremely hard to do. Workato has done that so well with Workato Enterprise MCP."

– Alon Krifcher, Solutions Architect Lead, Anthropic

The CIO Mindset today

Never been a better time to be a CIO

With AI, CIOs now have a real seat at the table

The mandate is to enable AI across the business

AI sprawl, governance, and cost are real challenges

In 2026, AI has to deliver real ROI

AI initiatives in companies today

AI for All

Deploying ChatGPT, Claude across their organization

Citizen AI Dev

Empowering teams to build their own AI agent solutions

Departmental AI

Deploying IT-led packaged AI agents in multiple lines of business

Custom

Transforming core business processes with AI

CIO challenges and opportunities

AI for All

Low adoption and low impact. Users can retrieve info from AI but can't do real work on core apps.

Licensed to all 71,000 employees, limited impact

T Mobile

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Hard to govern pro-code tools. Limited to technical teams. Shadow AI.

Explosion of shadow AI projects



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Departmental AI

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50+ Agentic solutions across lines of businesses



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Custom

Complex to build. Hard to integrate with enterprise systems. Safety & accuracy risks.

AI support agents were only 50% accurate



CIO challenges and opportunities

AI for All

- ✗ Can't connect to all your systems
- ✗ Doesn't understand your business

Citizen AI Dev

Departmental AI

Custom

- ✗ Can't be trusted to act and update core systems and processes
- ✗ Not accurate, consistent, or predictable

What's needed

AI for All

Citizen AI Dev

Departmental AI

Custom

WORKATO ENTERPRISE MCP & ORCHESTRATION PLATFORM



Complete, relevant **data & processes context** for AI to know your business



Security, governance and observability for trusted actions in core systems & processes



Trusted workflows for accurate, consistent & predictable outcomes



Universal connectivity to 10,000+ systems

SaaS/On-prem



Data Warehouse/
Data Lakes



Databases



LLMs



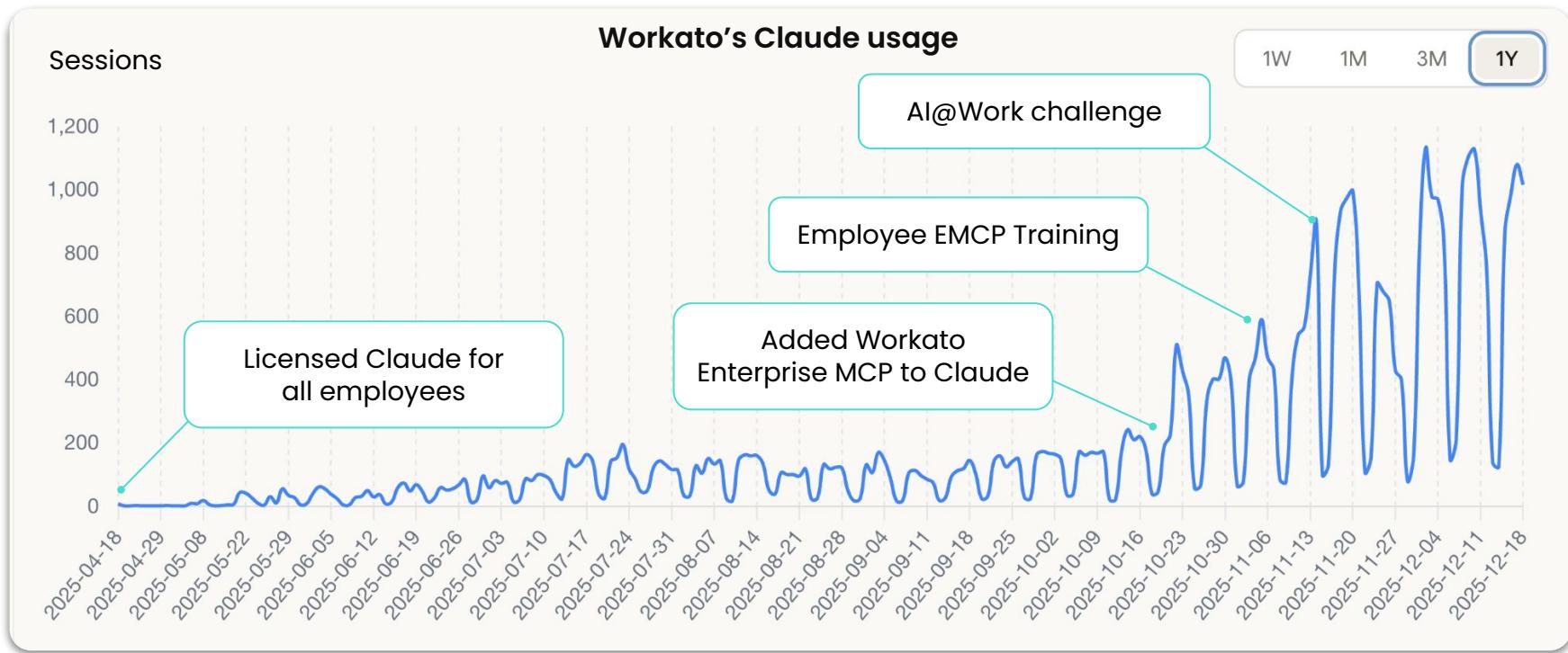
Unstructured



Traditional



Workato Enterprise MCP lights up your AI projects



Let's see it..

Demo Scenario

A day in the life of a sales rep using...

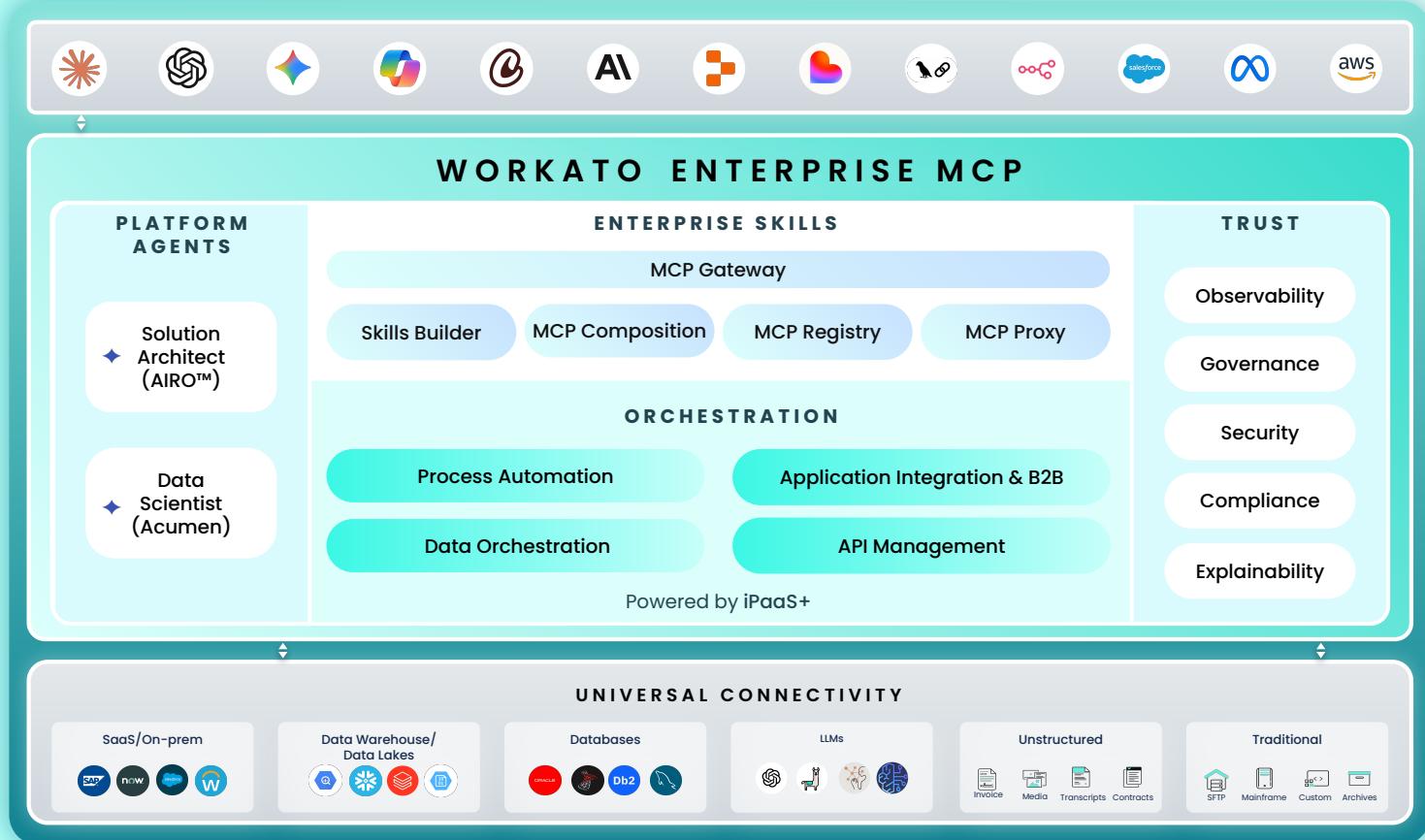


ChatGPT
Without Workato
Enterprise MCP



Claude
With Workato
Enterprise MCP

Workato Enterprise MCP and Orchestration Platform



Thank You