

## A SOLUTION BRIEF

# Connecting Workday to the Enterprise for Scalable Automation and AI

## The Challenge

Modern enterprises rely on Workday to run HR and Finance – but critical data and workflows live across dozens of external systems. The result?

- *Disconnected systems:* delays, errors, and manual work
- *Costly Studio integrations:* niche skills, long build times
- *No real-time visibility:* impacts planning, compliance, and performance
- *AI readiness blocked:* lack of orchestration and secure system access

## Why Workato + Workday

Workato is the only Workday partner delivering enterprise-grade integration + automation + AI in a single platform – with native support for Workday REST/SOAP, certified solutions, and low-code accessibility across business and IT teams.

| Capability                  | What it Means   |
|-----------------------------|---|
| Low-code orchestration      | Build secure, scalable automations 5x faster than Studio or custom code           |
| Prebuilt Workday connectors | Connect to Salesforce, ServiceNow, Stripe, Netsuite, Slack, Okta, and 1,600+ more |
| Enterprise MCP              | Enable AI to act with enterprise context – not just answer questions              |
| Built-in governance         | Audit trails, RBAC, versioning, monitoring, and rollback baked in                 |

BETTER TOGETHER



**Nextdoor** automated quote-to-cash and recruiting analytics.

**22% faster**  
month-end close

**240+ hours/year**  
saved in manual  
processes

**2 FTE saved**  
via automation of  
financial reconciliation



**samsara**

**Samsara** automated IT helpdesk at scale.

**85% tickets**  
now resolved  
autonomously

**SLAs improved**  
without headcount  
increase



**FREENOW** transformed onboarding across 280+ apps:

**95% reduction**  
in onboarding time

**98% lower**  
onboarding cost

**5,500+ hours saved**  
annually across  
HR and IT

## Top Use Cases Across Department Functions

### HR

- Onboarding/offboarding
- Recruiting workflows
- Employee lifecycle mgmt
- HR bot + approvals

### Finance

- Usage-based billing
- Revenue recognition
- Month-end close
- FP&A + Prism

### Sales / Revops

- Salesforce CPQ – Workday sync
- Deal desk + Quote-to-cash
- Territory + Customer 360
- Forecasting accuracy

### IT

- Access provisioning
- Incident escalations
- Ticket automation
- AI assistants

**Partnership Since** 2019 – Workday Ventures-backed

**Partner Tier** Platinum + Built on Workday App

**Certified Use Cases** Salesforce CPQ, PSA Services, HR Onboarding

**Joint Customers** 600+ across all industries: Atlassian, HubSpot, P&G, Aon, Coinbase, Sony, FREENOW

**Recognition** Leader in Gartner MQ for iPaaS, 7 years running