

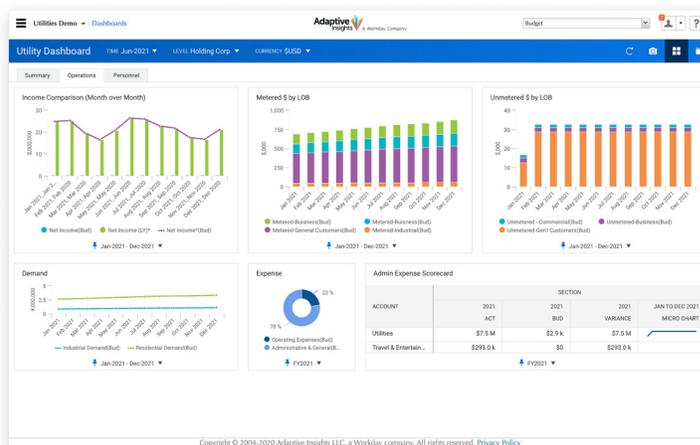
Workday Adaptive Planning for Energy and Resources

The energy and resources industries face myriad challenges, including governmental policy shifts and new environmental regulations, fluctuating consumer demand, price volatility, emerging competitive forces, and cash flow challenges. In this environment, energy and resources companies require timely access to key operating and financial metrics and a planning and reporting solution that delivers accuracy, data integrity, and the ability to frequently reforecast and perform what-if analyses. Leaders need to manage expenses and capital requirements, monitor variances, and establish management accountability.

Energy and resources organizations need a system that supports active planning that is collaborative, comprehensive, and continuous. Workday Adaptive Planning is a budgeting, planning, and reporting application that includes multidimensional, driver-based modeling capabilities along with fully integrated insight into P&L and cash flow. This intuitive, powerful solution enables energy and resources organizations of all sizes to collaborate with ease, gain clear visibility into real-time analytics, and streamline complex reporting so they can plan and adapt without compromise.

Key Benefits

- Use driver-based planning for revenue with units such as kilowatt hours, gallons, cubic feet, or tons of coal, and pricing that can vary across customers or geography, or even within large customers by contract
- Use driver-based planning for costs, including variables such as lease rates and purchased or produced energy
- Plan multiple categories of employee expenses, such as direct and indirect labor and union and non-union pay grades, and plan for multiple shifts, turnover, and workforce redundancy
- Plan variable and fixed costs, with variable costs tied to cost units and direct labor, and fixed overhead costs derived from history or activity-based cost forecasting
- Analyze profit margins across dimensions such as geographies customer type
- Model integrated P&L, balance sheet, and cash flow statements, with effects of demand, supply, and capital spending on available cash
- Use dashboards to manage key performance metrics, including rates, usage, price, and energy charges
- Perform what-if scenario analysis, such as for various billing rate schedules, to analyze the impact on revenue and the bottom line



Quickly analyze key metrics around revenue sources, expenses, and variance between planned versus actual.

Plan and Model Across Multiple Scenarios, Variables, and Dimensions

With Workday Adaptive Planning, energy and resources organizations are well equipped to plan across a number of dimensions, producing detailed models based on multiple scenarios so you can execute on outcomes. Users have the ability to model integrated P&L, balance sheet, and cash flow statements to reflect the complexities of the business. You can model the skills and talent needed within your workforce, optimally plan revenue streams, and build plans across the organization using a single source of truth. And with driver-based modeling, Workday Adaptive Planning enables you to capture interdependencies across a wide range of variables.

Supercharge Planning with Elastic Hypercube Technology

Built with patent-pending Elastic Hypercube Technology, Workday Adaptive Planning offers power, scalability, and performance without compromising ease of use. This technology not only calculates complex models, but also adds memory and compute power as necessary to evaluate model elements in parallel. Purpose-built domain intelligence makes it easier and faster for users to build and adapt functional models. And tight links to Microsoft Office enable quick creation of board reporting on the fly.

Gain Real-Time Visibility Within a Flexible, Intuitive Interface

With a configurable dashboard that can be adjusted and expanded to meet the needs of any energy or resource organization, Workday Adaptive Planning puts you in control. Analyze key business drivers across any aspect of the business. Generate reports at whatever level of granularity you need. And quickly perform variance analysis at every step along the way so you can determine the difference between actual and planned behavior. All of this is available in a web-based interface that allows users to operate in a familiar tabular environment, facilitating input from all types of employees regardless of training.

Integrate with Core Business Systems

As the landscape of the energy and resource space grows more complex, organizations can no longer afford to keep critical business functions in isolated silos. Workday Adaptive Planning integrates with other core business systems and external data sources to enable comprehensive planning, analysis, and reporting across the organization. And with a cloud-based solution at your fingertips, there's no need for new hardware or software as you plan for the road ahead.



There used to be ambiguity about whether certain activities were adding value—now we're more confident, and we can quantify the value better.

FP&A Manager
Doe Run

Minimize Human Error

Spreadsheet-based systems are inefficient, error-prone, and fundamentally unsuited for the level of active planning and reporting required by today's energy and resource organizations. Workday Adaptive Planning helps you keep manual intervention to a minimum by relying on automated technology to plan continuously and leverage data from all corners of the business. As a result, you can rescue your budgeting, planning, and forecasting from slow, painful processes—ensuring compliance, increasing visibility, and improving your productivity by more than 70 percent.

Improve Outcomes While Mitigating Risks

For today's energy and resource companies, it's more important than ever to increase predictability and plan budgets effectively. This requires a single platform that fosters collaborative planning across the company in a secure environment. Workday Adaptive Planning makes it possible to model, report, analyze, and plan across the entire organization to make smarter decisions, gain business agility, and enhance programs and processes where it matters most. The result is a leaner, more agile organization that's well equipped to keep up with the pace of change.

To learn more about Workday Adaptive Planning for energy and resources, [visit adaptiveplanning.com/solutions/energy-and-utilities](https://adaptiveplanning.com/solutions/energy-and-utilities).



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