

## Why choose IBM?

The Workday practice at IBM® understands the challenges facing businesses of all kinds and brings a wealth of expertise and best practices tailored to your unique needs.

We know a Workday deployment is not just a technology replacement, but in many cases, a wholesale transformation. Whether you're moving to the cloud for the first time or converting an outdated system, we will use our deep industry expertise, plus lessons learned from our very own business evolution with Workday, to present a clear path to transformation—wherever you might be in your journey.

**We're committed to creating innovative solutions and providing services that drive client success and business value.**



Unparalleled focus on client success and service excellence



Transformative Workday partner and client



End-to-end solutions for cloud enablement and business transformation

## Practice highlights

- Integrated solutions to help companies transform their human capital and finance functions
- Named to the 2018 HfS Winner's Circle for Workday Service Providers
- Global financing options for subscription and services
- Post-deployment offerings to ensure continuous optimization of your Workday investment
- Innovative tools and accelerators that drive faster business outcomes with reduced risk
- Cognitive differentiation to help organizations gain more insights and transform their business
- High client satisfaction
- Workday Student Design Partner
- Tailored change management programs to drive adoption

For more information about how IBM can help your business reimagine the transformation journey, visit [ibm.com/workday](https://ibm.com/workday).

# A Workday deployment is a journey



Every Workday deployment begins, as we like to say, “with the end in mind.” That said, while you may know what your goals are, and how you want your organization to change, it's important to understand the process for how you'll get there.

Here's a journey map to identify the steps involved with getting you from vision to deployment ... and beyond!



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# Your journey, reimagined



**1** Confirm desire for change  
Create buy-in for investments in new approaches to existing challenges



**2** Identify stakeholders  
Find your champions and build your team



**3** Secure buy-in and financing  
Create a business case for going to the cloud



**4** Select solution and deployment partners  
Thoroughly vet software providers and deployment service partners



**7** Kick off deployment  
All preparation comes together with the right team and the right partner



**6** Initiate organizational change  
Foster adoption by communicating the benefits of process changes early to all stakeholders



**5** Plan your roadmap  
Transformation is multi-faceted and complex – have a plan to tackle it with confidence



**8** Validate new processes and system  
Testing at different stages of deployment is essential to success



**9** Stakeholder and operational readiness  
Ensure that team leaders are ready to engage employees, and new processes are in place



**10** Go live and beyond  
Celebrate this milestone and look ahead for opportunities to continually innovate



**11** Deploy new user experience  
Oversee a full rollout for change management to sink in



**12** Continually optimize for operational excellence  
Maximize your investment with continuous adjustments, reimagining your journey on an ever-changing path