



## Workday Adaptive Planning for life sciences.

The life sciences industry is operating in an era of significant transformation, with shifting healthcare needs and FDA regulations, constant pressure for meaningful innovation, and increasingly intricate supply chains and distribution models. Against this turbulent backdrop, business leaders are challenged to ensure the success of their company. By working closely with scientists and clinicians, they must ensure that various teams understand the broader impact of their decisions on projects and trials, model future scenarios as they prepare for commercial readiness, and project different scenarios around product mix, distribution channels, discounts, and rebates.

In this volatile environment, leaders need to keep a pulse on the operational and financial health of their organization. They need to quickly report on collaboration agreements, model collaboration revenue scenarios to analyze variances, and model acquisition scenarios to gain alignment across the organization.

Life sciences organizations need a system that supports collaborative, comprehensive, and continuous planning. 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 life sciences 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. Workday Adaptive Planning also embeds AI and machine learning (ML) at its core, so your organization can make better decisions faster and adapt as things change.

### Key Benefits

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- Quickly update and analyze your forecast when project timelines change
- Allocate personnel and non-payroll costs and revenue to projects for reporting and analysis
- Model multiple scenarios of potential changes and quickly execute on outcomes
- Model across different dimensions (product mix, distribution channels, discounts and rebates, and more)
- Quickly align sales territories and quotas to optimize resources, increase sales performance, and improve sales predictability
- Model integrated P&L, balance sheet, and cash flow statements
- Automate monthly variance reporting, board packs, external reporting, and collaboration partnership reporting
- Enable teams with self-service reports so they understand the financial and operational impact of their decisions

## Plan and model across multiple scenarios, variables, and dimensions.

With Workday Adaptive Planning, life sciences 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 and forecast scenarios across product mix, distribution channels, discounts, and rebates, and model options between R&D and acquisition. And you can model the skills and talent needed in your workforce, optimally plan revenue streams, and build plans across the enterprise using a single source of truth. With driver-based modeling, Workday Adaptive Planning enables you and your entire organization to capture interdependencies across a wide range of variables.

## Supercharge planning with Elastic Hypercube Technology.

Built with Elastic Hypercube Technology and with embedded AI and ML at its core, 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 linkages with Microsoft Office enable quick creation of board reporting on the fly.

## Gain real-time visibility within a flexible, intuitive interface.

With configurable and interactive dashboard and reporting capabilities that can be modified to meet the needs of any life sciences 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 performance.

## Integrate with core systems and processes.

As the landscape of the life sciences industry 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 within even the most restrictive regulatory frameworks. 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.

## Minimize human error.

Many FP&A teams continue to rely on inefficient and inflexible legacy technology and processes that require excessive manual labor for organization-wide participation, leaving finance teams in an endless cycle of collecting, aggregating, aligning, trouble-shooting, and reporting with no time to support the strategic analysis necessary for data-driven decisions. These systems are inefficient, error-prone, and fundamentally unsuited for the level of active planning, reporting, and analysis required by today's life sciences organizations. Workday Adaptive Planning helps you keep manual intervention to a minimum by relying on modern planning technology to plan with agility 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.

## Improve outcomes while streamlining processes.

For today's life sciences companies, it's more important than ever to increase predictability and manage costs effectively. This requires a single platform that fosters collaboration in planning across the business. 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 responsive organization that's well equipped to keep up with the pace of change.

To learn more about Workday Adaptive Planning for life sciences, visit:

<https://www.workday.com/en-us/resources/adaptive-planning/planning-by-industry-use-cases/life-sciences-industry-use-case.html>



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