



Orchestrating the Ecosystem with Basic AI

“GPO GPT”



Ty Lingley

National Partner Sales Lead
Workday Canada

- 16th year in Partnerships
- Experience growing Series A-C funded startups to acquisition through Partnerships
- Entered Enterprise SaaS through MSFT acquisition
- Now at Workday working with GSIs, Technology Partners, and Hyperscalers
- Based in Vancouver, BC

THE TIME DRAIN

Questions that need to be answered



A profound time sink with five global functions bombarding the Partner Lead daily, causing severe workflow fragmentation and reduced co-sell productivity.

The Challenges

Field Teams don't have the right information at the right time, to effectively co-sell with Partners.

How do we scale the Partner function (1 person) for field teams?

We are not ready / slow to roll out Enterprise-wide agents with Partner data

The Solutions

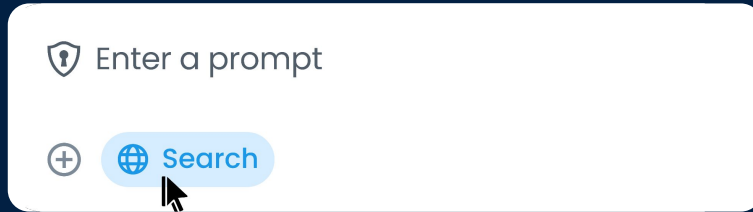
Access the right data.

Make it easily available.

Use the AI tools everyone has official access to.

The logo for NotebookLM, featuring a stylized 'N' icon followed by the text 'NotebookLM'.

AI and LLMs know *almost everything...*



All the world's knowledge, accessible instantly
Ability to automate, with unbelievable speed and scale
Great at lower risk tasks that can be easily corrected

...but do they know *your Partners?*

Technology



Services



Sales



The Partner Programs, they participate in
The Joint Value proposition, they offer customers
The Expertise they bring, to segments, verticals, specific use cases
Their Performance, within your Ecosystem
Their Key Stakeholders, that own the relationships you care about
Their Overlapping Accounts, that gives signal for co-sell



 Claude
Projects



Grounded & Source-Constrained

More precise and predictable, grounded in the data
you constrain it to

 Gemini

 Claude



Open Ended & High Creativity

Excellent at pattern matching and making smart
guesses, but no promise of absolute precision



Sources

- Partner Program
- Partner Value Props
- Sales Data
- Delivery Data
- Qualifications
- Authorizations
- Account Mapping
- Partner Offers
- Integration Data
- Strategy
- FY Planning

 **Crossbeam**

or drop your files

pdf, images, docs, audio, and more Upload files Websites Drive Copied text

275 / 300

Typical Questions from the Field

Services Partners

“Which Partners have qualifications with mid-size Healthcare organizations, having completed projects in the last 12 months with higher than average delivery quality?”

Technology Partners

“Who is the best suited Partner for Payroll in Canada for a 500 person company in the Tech & Media space?”

Sales Partners

“Who would be the best Partner to run an exec roundtable within the Financial Services industry based on their sourced revenue numbers?”

Now Get Answered Right Away....

“Who would be the best Partner to run an exec roundtable within the Financial Services industry based on their sourced revenue numbers?”

If you are selecting a partner strictly based on **sourced revenue numbers**, **Deloitte** is unequivocally the best partner to run an executive roundtable within the Financial Services Industry (FSI).

Here is why Deloitte is the strongest choice based on the data:

- **#1 in Sourced Revenue:** Deloitte holds the number one spot in the Financial Services industry based on Closed/Won ACV, generating **\$1.38M** across 4 opportunities.
- **Massive FSI Sourced Impact:** Deloitte's first-place ranking in the FSI sector is a testament to their sourcing success in the FSI sector. They were the official sponsor of the 2025 FSI deal, which was a **\$1.14M Net New win**. To put that in perspective, that single FSI deal is larger than the entire sourced revenue of (KPMG at \$350k) across all industries combined.
- **Recognized FSI Leaders:** Financial Services is the top-performing industry for Deloitte's partner impact in Canada, and Deloitte is explicitly recognized as the primary partners driving high-value transactions.

An Alternative Marketing Consideration (TopBloc): While it's important to have revenue to back up the strategy, it is worth noting that **TopBloc** is a marketing motion built out. TopBloc recently hosted an "Executive Roundtable" on June 10, 2026. However, if your primary qualification metric is sourced revenue, TopBloc is not the right choice, as they do not currently rank in the top 10 ACV in Canada.

Deloitte is the strongest choice based on the data:

Which Partners have qualifications with mid-size Healthcare organizations, having completed projects in the last 12 months with higher than average delivery quality

Based on the deployment data and partner capabilities, **Kainos** and **KPMG** are the two partners that have successfully completed projects for mid-size Healthcare organizations in Canada within the last 12 months (since June 2025).

While specific numerical "Partner Delivery Quality Metrics" (PDQM) for individual projects are not published in the provided data, both partners utilize specific tools and methodologies designed to ensure high-quality, reliable deployments for the mid-market.

Here is the breakdown of their recent mid-size healthcare qualifications:

1. Kainos

- **Recent Healthcare Completion:** Kainos completed an *Initial Deployment-Launch* (Workday's specific methodology for mid-market and emerging enterprises) for **Giishkaandago'ikwe Health Services** on November 2, 2025.
- **Delivery Quality Indicators:** Kainos differentiates its delivery quality through an exclusive focus on the Workday ecosystem, which they state allows for "more consistent delivery standards". To guarantee data integrity and minimize post-go-live issues, they utilize their proprietary **Kainos SMART** product suite (Test, Audit, Shield) to automate testing and auditing throughout the deployment.

2. KPMG

- **Recent Healthcare Completion:** KPMG completed a *Phase X deployment* (Advanced Compensation and Time/Absence) for **Canassurance Financial Corporation** (categorized

Who is the best suited Partner for Payroll in Canada for a 500 person company in the Tech & Media space??

For a 500-employee company (which falls into Workday's Emerging Enterprise/Lower Mid-Market segment) looking for Canadian Payroll deployment in the Tech & Media space, **TopBloc**

is the best fit, along with a strong local alternative:

TopBloc is explicitly listed as a top partner for the Canadian Tech & Media industry.

TopBloc's company perfectly fits TopBloc's "Evo" (Evolution) model, aligned with Workday Launch Express. This model is designed for mid-market clients live in as little as 60 days.

TopBloc offers highly transparent, fixed-fee pricing. Their Evo deployment is priced around \$199,000 USD and can be scaled to fit your needs.

TopBloc is identified as a leading partner for the Technology & Media industry.

Beyond Just Answering Questions to STRATEGY

Audio Overview

Slide Deck

Video Overview

Mind Map

Reports

Flashcards

Quiz

Infographic

Data Table

PwC Strategic Alliance and North American Market Impact Briefing

126d ago

Workday Canada Partner and Field Alignment Summit Agenda

195d ago

Workday Partner Ecosystem: Opportunities for Growth and Improvement

328d ago

Workday Partner Ecosystem: Opportunities for Growth and Improvement

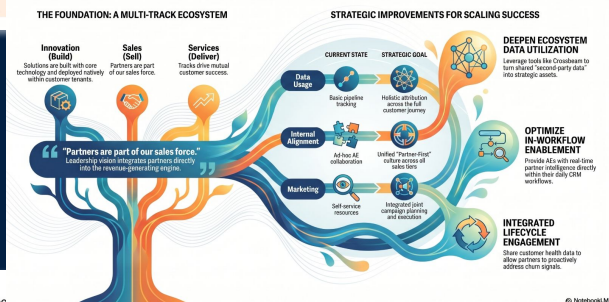
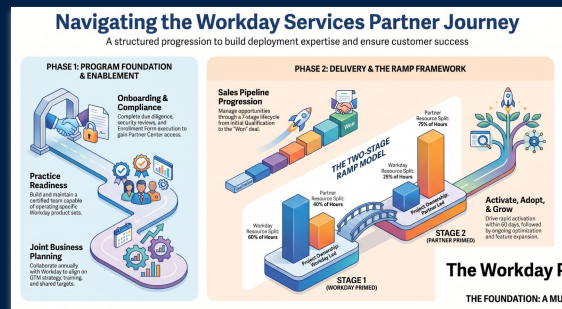
328d ago

Workday Partner Sales and Program Optimization

329d ago

Empowering Workday Partner Sales Through MDF and Collaboration

329d ago



Evaluating Workday Partners for lululemon

Comparative analysis of AI Talent, VNDLY capabilities, regional scale, and retail experience

					
Strategic Value Statements to the AI Talent & V&Dx	Native Platform Partners. Unleashes the power of the product roadmap. Delivers end-to-end solutions for V&Dx with Evident for analytics, AI-powered, and customized content, alongside proprietary Workday AI Recruiting Agents and Talent Marketplace that directly increase recruiter capacity by 54%.	GenAI Transformation Leaders. Combines the "Innovate to Operate" model with a GenAI-powered Workday capabilities, including AI-powered V&Dx and AI to broader end-to-end recruiting solutions using proprietary FastWork and AI Talent Marketplace.	Agentic AI & Operations Revolution. Focuses on reworking the retail and financial services ecosystems. Highly skilled in building agentic AI workflows and scaling products across global, large-enterprise deployments.	Operational Excellence & Continuity. Leverages the Neural platform and proprietary "Power Methods" to deliver V&Dx and AI Talent Marketplace to the business's specific environment to rapidly deploy AI and V&Dx enhancements.	Powered Enterprise Innovators. 2024 Partner Innovation Award winners in the V&Dx category. Delivers "Powered Enterprise" solutions to V&Dx and AI Talent Marketplace, aligning with tax, finance, and regulatory constraints.
Certified Consultants (North America & Canada)	Global Creators Leverages Workday's vast internal global product & delivery teams directly.	1,150 / 250 Largest dedicated Canadian presence among evaluated SIs.	1,800 / 400 Massive global HCM scale with robust support center.	73 / Integrated Nimble team backed by extensive global scaling support.	500 / 60 Strong, specialized Canadian consulting footprint.
Notable Retail & Canadian Client	"Judeum" (Rendered in signature apple red) (HCM Client, Global, Banking, Custom Talent Card). Davos Group, Atlassian Group (ISSN02)	Gigliar Stores, Lighter Stores, Local Supermarkets, Phase II, RBC	Artizan PL (Loblaw's Phase XI), Loblaws (Indusoft AMS), Magna, Atlassian	"Judeum" (Subsequent After M&A, and Global, Retail, L&X, Linenage Logistics	Loblaw's (Optimizations, Enterprise, Life, and Services)

FIELD TEAM EFFICIENCY: GPO GPT

120+ CANADIAN FIELD
TEAM MEMBERS



15-30

Min/Week Navigating
Partner Queries (Per Person)



A significant number of field personnel spend critical hours each week manually navigating complex partner data, creating an efficiency bottleneck.



GPO GPT
(Powered by NotebookLM)

90%
TIME
REDUCTION

Before

After

Leveraging NotebookLM
for grounded answers.

TRANSFORMED PRODUCTIVITY



Sales

Accelerated Deal Cycles
with Immediate Partner Info



Marketing

Data-Driven, Aligned
Go-to-Market Execution



Solution Consulting

Frictionless Partner
Solution Validation



Value Management

Quantifiable ROI from
Faster Co-Selling



Professional Services

Faster Project Kick-off
with Cleared Info Blocks



How the Self-Service Agent Works

Native to Workday HR & Payroll

Single Conversational Interface

Human-in-the-loop

End-to-End Orchestration



User Query & Context: Identifies user intent and personalizes it using WD profile data.



Policy & Data Retrieval: Retrieves information from Workday data and external policy documents.



Action & Guidance: Provides an instant, source-cited answer and the next step to guide task completion.



Completion & Feedback: Executes the transaction in Workday (e.g., submitting time off) and refines accuracy through interaction history.



 Start a New Chat



Self-Service Agent 



Recent

Can I book a cheaper flight I find outside of ...

What are some open gigs I may be a fit for?

Help me submit a request for adobe after ef...

Expiring Soon

Team charter and goals

Team sentiment scores



Hi! Sana is here to help.

Your AI agent for productivity — Sana is a knowledge assistant for work that increases everyone's productivity

With Self Service Agent, Sana can help you get things done and answer questions quickly. What are you looking to do today?

What would you like to do?



 Sources

BP Optimize

Generally Available

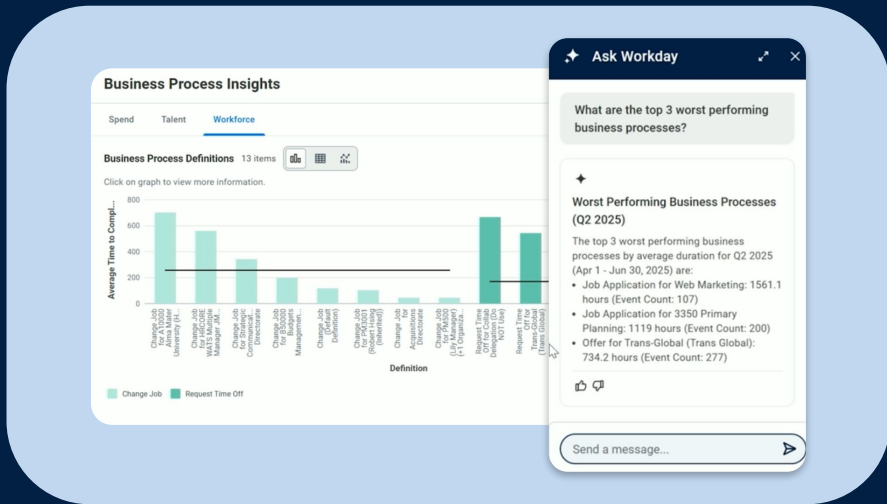
Optimize Workday processes in minutes

The Reality Today

The average change management life cycle for a single business process is six months, and customers manage an average of 250 business processes with little to no insights.

Our Agentic Solution

Streamline and accelerate business process in Workday by identifying bottlenecks, inefficiencies, and deviations from best practices.



“Optimize is undeniable and Workday should be commended on delivering such a holistic solution that allows us to proactively optimize our processes.”

800+

Business process types
across Workday

3,500 

Hours saved per quarter

Modeled impact based on early usage and assumptions

Unlocking insights and democratizing data access

The Reality Today

Users are stuck working from a static report and they lack the tools to instantly pivot dimensions or drill into the 'Why' real time without manual excel exports.

Our Agentic Solution

Enables users to uncover insights through natural language and surface hidden drivers and trends by removing technical barriers to deep-dive analysis.

The screenshot displays the 'Analytics Agent' interface. At the top, there's a search bar and navigation icons. The main section is titled 'Find Supplier Contracts' and shows a table of contract data. The table has columns for Supplier Contract, Contract Number, Contract Name, Supplier Contract Type, Status, Company, Supplier, Contract Amount, and Start Date. The data is filtered for 'Dell' and shows 14 contracts. On the right side, there's a summary section titled 'Number of Dell Contracts' stating 'There are 14 contracts from Dell.' Below this, it says 'I analyzed the report, specifically filtering the Supplier column for "Dell".' There's also a section for 'Sources' and a 'What is the total approved contract amount' query. At the bottom, it shows 'Dell Total Approved Contract Amount' as '\$2,705,375.00' and explains that this represents the sum of the 'Contract_Amount' for all identified records associated with this supplier.

Supplier Contract	Contract Number	Contract Name	Supplier Contract Type	Status	Company	Supplier	Contract Amount	Start Date	Er
Q	CON-1002	New Hires Equipment	Catalog Contract	Terminated	500 1 Global Modern Services, Inc. (USA)	Dell	250,000.00	01/01/2008	12
Q	CON-1003	Computer Contract	Catalog Contract	Terminated	500 3 Green Planet Solutions, Inc. (USA)	Dell	155,000.00	02/01/2008	12
Q	CON-1004	Lands End Logo Wear	Catalog Contract	Closed	500 1 Global Modern Services, Inc. (USA)	Lands End	180,000.00	06/01/2009	12
Q	CON-1008	FY10 Pricing	Catalog Contract	Approved	500 3 Green Planet Solutions, Inc. (USA)	Dell	130,000.00	01/01/2012	12
Q	CON-1009	Dell Master GMS USA	Catalog Contract	Approved	500 1 Global Modern Services, Inc. (USA)	Dell	175,000.00	01/01/2010	12
Q	CON-1010	UK Computers	Catalog Contract	Approved	501 1 Global Modern Services, PLC (S.K.)	Dell	174,000.00	01/01/2010	12
Q	CON-1014	IBM Storage	Catalog Contract	Approved	500 1 Global Modern Services, Inc. (USA)	IBM	230,000.00	03/01/2011	02
Q	CON-1015	Lands End US Contract	Catalog Contract	Approved	4 1CON Consolidation- US	Lands End	284,580.00	01/01/2011	12
Q	CON-1016	2012 California Facility Leases	Building Lease	Closed	500 1 Global Modern Services, Inc. (USA)	CenterCal Property Management	280,000.00	02/03/2012	01

“Today we spend significant time anticipating every possible ask...with Conversational AI, the AI will handle the heavy lifting, allowing us to remain fully present with our leaders and keep our conversations engaged and focused.”

Workday Report Agent for Strategic Business Impact

Report Authoring

for
**Report Authors &
Administrators**

*Intuitive, streamlined, AI-powered
authoring experience to simplify and
accelerate the entire report creation
lifecycle*

Report Insights

for
**HR & FIN Professionals
Analysts
Business Leaders
Managers**

*Empower all users to effortlessly
derive actionable insights from their
reports and dashboards using
natural language questions*

Talent Acquisition Agents

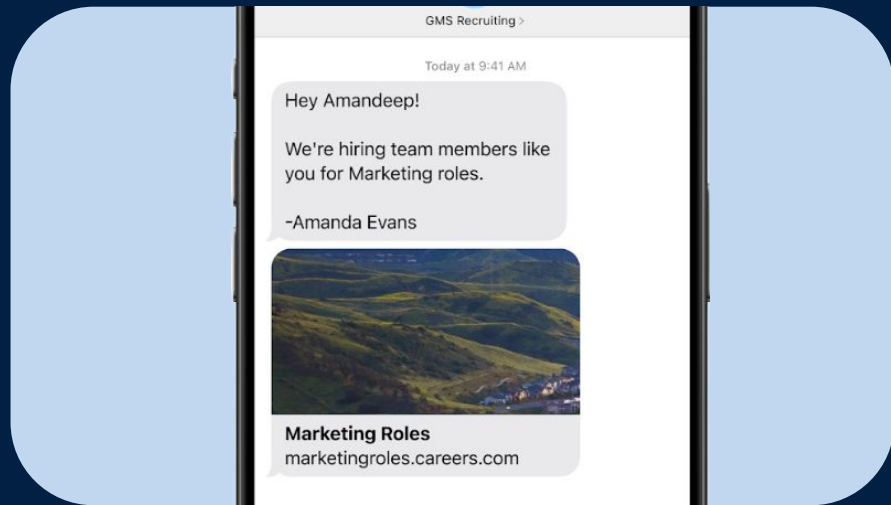
Streamline recruiter workflows with coaching

The Reality Today

Pressure to fill roles quickly while navigating manual processes leading to suboptimal candidates, a poor experience, and delays in achieving business goals.

Our Agentic Solution

Streamlines and elevates the recruiter workflow, screening candidates, prioritizing tasks and rediscovering talent.



“We were tired of having our recruiters look for the needle in the haystack, we wanted to just *hand them the needle.*”

44% ↓

Decrease in time to hire
hard-to-fill roles

54% ↑

Increase in recruiter capacity

Talent Acquisition Agents

Recruiting Agent

54% Increase in
recruiter capacity

70% Requisitions filled from
existing talent pools



8X conversion rate
compared to other
external sources

Candidate Experience Agent



75%
time-to-hire cut

44% Decrease in time to hire
hard-to-fill roles

86% Application
conversion rate

Payroll

Generally Available

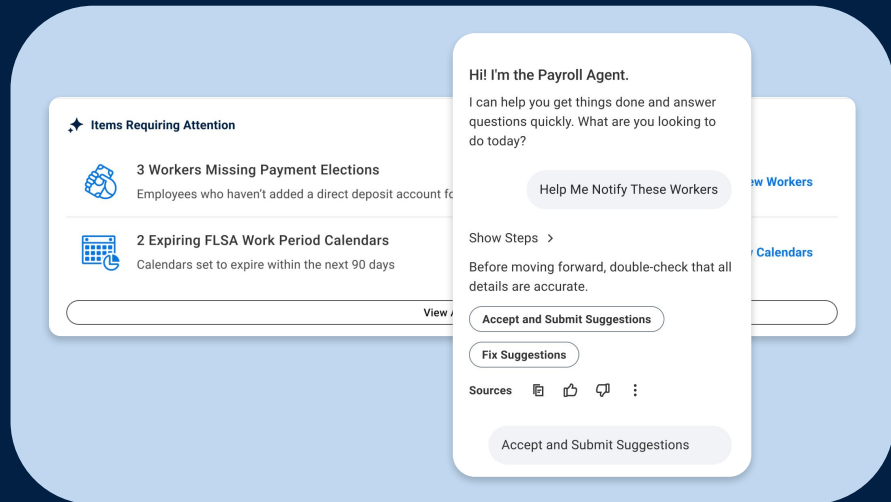
Stronger compliance and faster access to data, automatically

The Reality Today

Payroll teams waste time chasing missing data, last-minute fixes, and nonstop compliance updates.

Our Agentic Solution

With complete understanding of payroll data and processes, the Payroll Agent proactively helps resolve issues and surface insights.



“In under a minute, we not only ran a complex pay analysis but also got an immediate root-cause breakdown...”

<1 min 

time to get answers for complex payroll questions

75% 

faster analysis on minimum wage change

Modeled impact based on early usage and assumptions



Global Payroll Hub



Overview

Payroll Processing

Tasks and Reports

Metrics and Analytics

Suggested Links

Workday Community

Payroll Admin Guide



Overview

Suggested Actions

Items Requiring Attention



3 Workers Missing Payment Elections

Employees who haven't added a direct deposit account for one of their payment types

[View Workers](#)

2 Expiring FLSA Work Period Calendars

Calendars set to expire within the next 90 days

[View Calendars](#)[View All \(5\)](#)

This content was generated by AI. Review content before use.

Workday Payroll

Upcoming Checklist Items

4 items

DUE SEP 16**Audit Bonus & One Time Payments Report**

Biweekly US Payroll - Salaried Employees

DUE SEP 17**Run On Demand Payments**

Biweekly CAN Payroll - Salaried Employees

Pay Anomalies



Pay Compliance Updates

2 items

Minimum Wage Increase: US - CA (Aug 1)

150 Workers Affected

Payroll Tax Rate Changes: US - Fed (Sep 1)

3,500 Workers Affected

Frontline

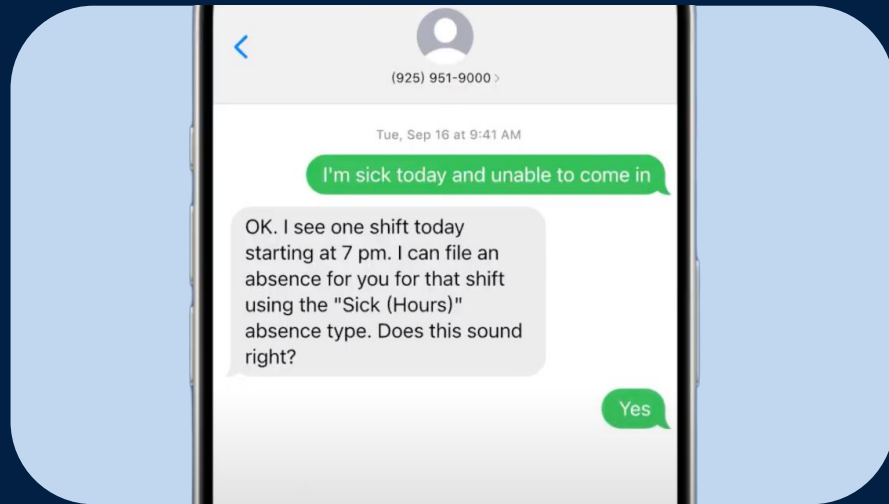
Automate schedule changes and replace no-show workers

The Reality Today

15+ min lost replacing one worker, wasting the supervisors time and causing payroll errors due to manual entry.

Our Agentic Solution

Quickly fill shifts conversationally right where your workers are, finding the optimal replacement while balancing cost and well-being.



"We see real potential here for cost savings, and we believe opening up an SMS channel will boost engagement with our workers."

90% ↓

Reduction in time to find replacements, minimizing understaffed floor hours

10× ↓

Less time spent annually (60k → 6k hours/year)

Employees & Managers

For Employees, People Managers, Frontline Managers

- Self-Service**
Boost productivity/minimize cases
- Employee Sentiment**
Surface workforce signals early
- Performance**
Drive goals and growth
- Frontline**
Support hourly/deskless workers

HR & Operations

For HR, Payroll and Comp Admins, Total Rewards Pros, Operations Specialists and Implementers

- BP Optimize**
Optimize business processes
- Compensation**
Manage fair and compliant pay
- Job Architecture**
Define roles, skills, job structures
- Adoption**
Proactive Admin Assistant
- Case**
Streamline intake to resolution
- Deployment**
Manage implementation
- Payroll**
Ensure accurate, compliant pay

Talent Acquisition & Onboarding

For Recruiters, L&D, Onboarding Specialists

- Recruiting**
Source, assess, and hire talent
- Talent Mobility**
Enable internal mobility/growth
- Onboarding**
Deliver personalized onboarding
- Candidate Sourcing**
Match skills to short-term demand
- Candidate Experience**
Deliver personalized hiring

Finance, Planning, Procurement & Legal Professionals

For Finance Managers, CLOs, FP&A, Controllers, Operations/Workforce Analysts, Accountants, Procurement Professionals

- Cost & Profitability**
Analyze costs and margin drivers
- Financial Close**
Accelerate period close
- Supplier Contract**
Manage agreements and risk
- Doc AI - Cont.Labor**
Interpret labor documents
- Financial Audit**
Coordinate period close
- Financial Test Suite**
Validate financial controls
- Revenue Contract**
Manage revenue agreements
- Planning**
Model scenarios and forecast
- Contract Negotiation**
Negotiate contracts with insight
- Contract Intelligence**
Extract insights from contracts

Developers & Builders

For CIOs, Workday Developers, IT Management Professionals

- Agent Builder Pro**
Enterprise-ready agents
- Agent System of Record**
Digital workforce management

Agent Roadmap

As of April 21

Early Access

Generally Available

2026

J F M A M J J A S O N D

2027

Talent Sentiment

May

Sep

Performance

Feb

Jun

Frontline

Sept

Jun

Job Architecture

Feb

Aug

Case

Feb

Sep

Resolution (ITSM)

Jun

Sep

Benefits

Apr

Sep

Talent Matching
Contingent Sourcing

May

Sep

Student Admin

Sep

Mar

Travel

May

Sep

2026

J F M A M J J A S O N D

2027

Supplier Contract

Sep

Sep

Financial Audit

Jan

Jun

Financial Test Suite

July

Sep

Financial Analysis

July

Dec

Revenue Contract

Sep

Sep

Sana Agent Builder

Jun

Sep

Adoption

Mar

Sep

Sana Analytics
(Pivot)

Apr

Nov

Report Insights

May

Sep

Agents GA today

Self-Service
Payroll

Recruiting
Talent Mobility

BP Optimize
Deployment

Contract Negotiation
Contract Intelligence

Planning

Agent Early Access

Shape agent-powered work. Apply to join an Agent Early Access Program.



Work alongside leading enterprises shaping agent-powered workflows



Collaborate directly with Workday teams to refine real use cases



Influence roadmap priorities based on your feedback



Test deep value use cases on the cutting edge of innovation

Apply via
[Workday](#)
[Community](#)
today!

workday Community Search or ask a question...

Resources Training Networking Feedback Updates & Alerts Manage For Partners

Workday AI Agents

Explore AI agents for HR and Finance, watch demos, and express interest in early adopter programs.

HR Agents

Recruiting Agent
Automates candidate sourcing, screening, and interview scheduling to streamline the hiring pipeline.
[Watch Video](#)
Status: General Availability
Category: oCHRO

Payroll Agent (EMEA)
Manages regional-specific compensation, tax compliance, and local labor laws across Europe, Middle East, and Africa.
[Watch Video](#)
Status: Early Adopter
Category: oCHRO

Frontline Agent
Provides direct, real-time support to employees or customers for high-volume, operational inquiries.
[Watch Video](#)
Status: Early Adopter
Category: oCHRO

Finance Agents

Revenue Contract Agent
Automatically manages the lifecycle and performance of agreements related to incoming revenue.
[Watch Video](#)
Status: Early Adopter
Category: oCFO

Financial Audit Agent
Scans financial records to ensure compliance and detect anomalies or fraudulent patterns automatically.
[Watch Video](#)
Status: Early Adopter
Category: oCFO

Contract Intelligence Agent
Extracts key data, risks, and obligations from legal documents using advanced pattern recognition.
[Watch Video](#)
Status: General Availability
Category: oCFO

Agent System of Record (ASOR)
The central source of truth that orchestrates and logs all AI agent activities and data across an enterprise.

Planning Agent
Uses historical data and forecasting models to coordinate resources, timelines, and strategic goals.

Deployment Agent
The Deployment Agent is a specialized chat experience designed for consultants.

An agent ecosystem built to address unique needs



Workday Built Agents

Off the shelf, domain-specific agents with functional expertise embedded across HR, Finance, and Planning.

Payroll • Recruiting • Planning
30+ more



Actions

Automate personal workflows, boost productivity, and manage knowledge—across Workday and beyond.

Self-Service • Enterprise Knowledge



Sana Agent Builder

Tools to develop and run agents for the enterprise. All secure within your Workday tenant.

Data + Context • Orchestration •
Builder Tools



Partner & 3-Party Agents

Certified ecosystem agents that extend workflows into adjacent systems and industry needs.

Background Check Agents • Tax Agents

Workday Build

Developer Platform



**Workday
Data Cloud**



**Workday
Extend**

TIERS:

Core

Pro



Agent Ready API Platform

Workday Build

Developer Platform



**Workday
Data Cloud**



**Workday
Extend**

TIERS:

Core

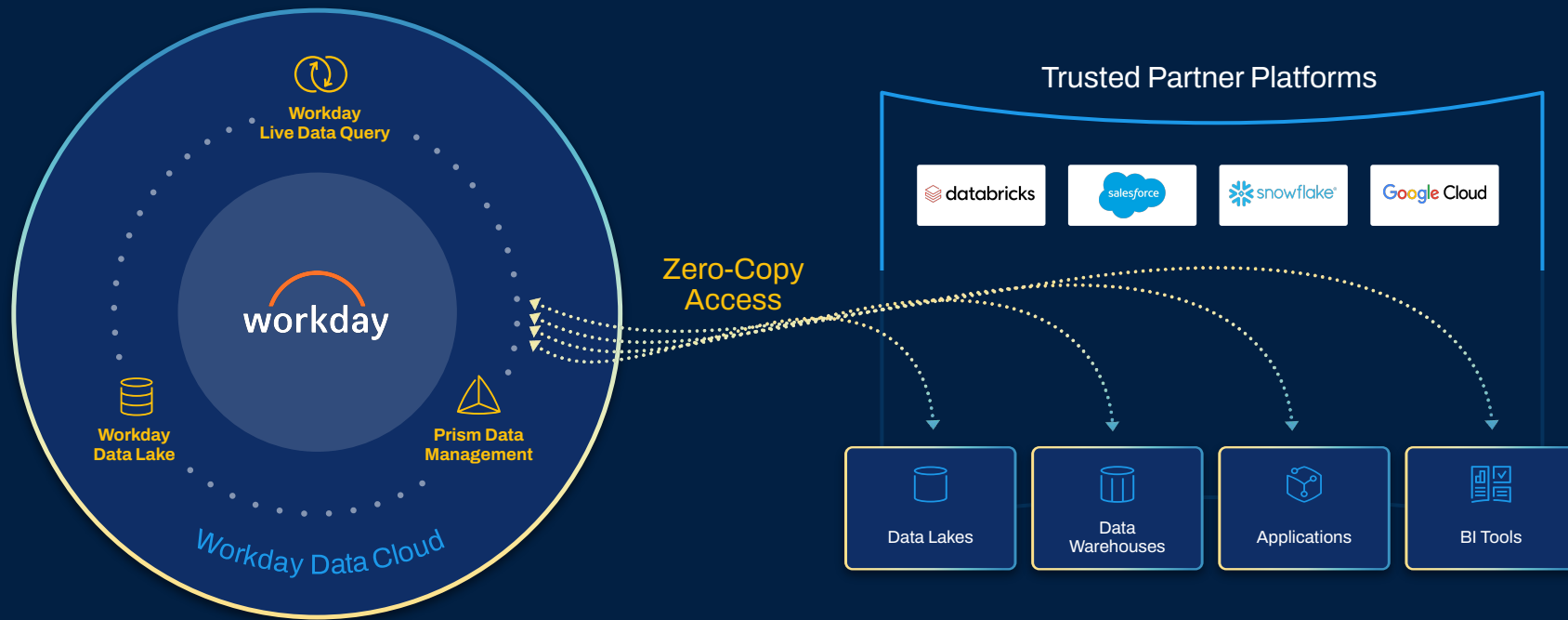
Pro



Agent-Ready APIs

Workday Data Cloud

Open, Governed Access to People and Money Data





Workday Agents



Workday BI Reporting



Workday Suite

External Data

Native Tables
Iceberg Tables



ZERO-COPY DIRECT ACCESS

Workday Data Cloud



Prism Data Management

Transform, Govern, Publish

Core Workday Data**



HCM* | Finance | Planning | Additional Solutions



Workday Live Data Query

Real-Time Insights
JDBC



Unified Data Catalog

Curated Core Business Data



Workday Data Lake

Refreshed Periodically
Apache Iceberg

ZERO-COPY DIRECT ACCESS

Workday Live Data Query (JDBC)

Workday Data Connect (Apache Iceberg)



3rd Party Agents



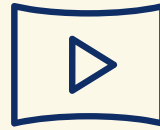
External BI Tools



3rd Party Apps and Solutions

** Early Adopter Scope limited to Core HCM and Talent data

Demo



Workday Data Cloud

Workday Build

Developer Platform



Workday
Data Cloud



Workday
Extend

TIERS:

Core

Pro



Agent-Ready API Platform

Workday Extend

Core

Build apps and workflows on Workday that:



Live inside Workday



Inherit Workday's security, data model, and lifecycle



Feel native to end users

Pro

Extend + Developer Agent



Everything in Extend Core—PLUS access to the Developer Agent.



Create - using natural language in your agentic tool of choice.



Developer Agent is natively aware of all available Workday tools and actions.

Workday Extend

Core

Build apps and workflows on Workday that:



Live inside Workday



Inherit Workday's security, data model, and lifecycle



Feel native to end users

Pro

Extend + Developer Agent



Everything in Extend Core—PLUS access to the Developer Agent.



Create - using natural language in your agentic tool of choice.



Developer Agent is natively aware of all available Workday tools and actions.

Sana Agent Builder



Native data access

Direct proximity to people & finance data



Built-in governance

Inherits Workday's security and compliance



Automated action

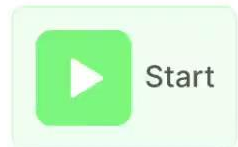
Executes budget moves, approvals, and workflows



Applicant Management Agent



- > App Configurations
- > Pages
- > Page Configurations
- > Tasks
- > Security Domains
- > Attachments
- > Business Objects
- > Business Processes
- > Reports
- > Agents
 - Applicant Manageme...
- > Orchestrations
- > Prism
- > Assets
- > Queries
- > Cards
- > Card Tenant Settings
- > Profile Groups
- > Testing
- > Reports



Applicant Management Agent

W Gemini 3.1 Pro



Extend Pro + Sana Agent Builder



**Deep, structured context
across people and money**



**Governance and controls
you already trust**



**Surfaced through the Sana UI
for agent experiences**

Workday Build

Developer Platform



Workday
Data Cloud



Workday
Extend

TIERS:

Core

Pro



Agent Ready API Platform

Opening up Workday as a platform for agents
built anywhere, not just inside Workday

Agent-Ready Platform: From Plumbing to Guardrails

1T+ API calls per year

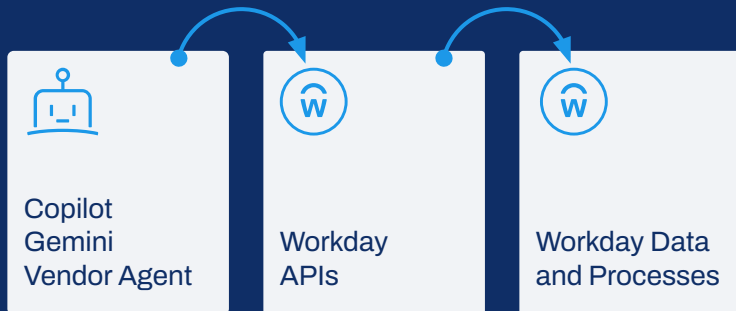
36% YoY growth a rising share from AI Agents



How Agents Safely Take Action with Workday

Plumbing

Direct API Calls



Secure, audited, well-designed endpoints
Agent logic drives the call
Workday honors valid permissions, not intent

Guardrails

Workday-Mediated Access



Workday control layer in the loop
Agents ask a Workday agent to act
Existing processes, approvals, data security, trust controls apply



Plus



💠 Hello, Joe

Let's get some work done!

🛡️ Ask anything, search your data, @mention or /tools



👁️ Discover what's possible

💡 Go off-script

💡 Spark a breakthrough

🔥 Start my day



Power of the Agent Ecosystem

Identity & Dev Infrastructure

Agent Identity Providers



Development Platforms



Core Workday & Partner Creators

Workday Native Agents

Payroll Agent, Financial Audit Agent, etc.

Customer-Built Agents

Custom HR, Finance, and industry agents by customers.

Third-Party Agents

Galileo, supply chain, sales and marketing agents.

Ecosystem Builders

System Integrators



Independent Software Vendors (ISVs)



Agent System
of Record



Streamlined
Management



Insights &
Optimization



Governance &
Compliance



Scale with
Visibility

APIs

Agent Gateway

MCP

A2A

Workday Agentic Experiences

AI workflows that act and recommend.

Native Workday

Core apps with agent intelligence.

Partner Applications

External apps using Agent APIs.

Where Agents Are Experienced

