Workday Appoints President of Education and Government Business

Randy Hendricks Joins Workday to Lead Expansion in Education and Government Market

PLEASANTON, CA--(Marketwired - Aug 18, 2014) -Workday, Inc. (NYSE: WDAY), a leader in enterprise cloud applications for human resources and finance, today announced the appointment of former IBM executive Randy Hendricks as president of Workday's Education and Government (E&G) business. This seasoned addition to the management team underscores the company's investment and momentum in its E&G business as more municipalities, state governments, non-profit, and higher education institutions look to Workday to transform and update their aging information systems.

Reporting directly to Co-Founder and Chairman Dave Duffield, Hendricks will be responsible for sales, services, and strategy of HR, finance, and student applications for Workday's E&G customers.

"Randy and I have worked closely together for many years, and I'm thrilled to add such an accomplished and respected leader in public sector to the Workday E&G team," said Dave Duffield, co-founder and chairman, Workday. "He was a significant Workday advocate and partner at IBM, and his deep expertise, relationships, and industry vision will enhance Workday's leadership position in the rapidly emerging enterprise cloud applications market."

Hendricks brings to Workday more than 30 years of global leadership experience at some of the world's top technology and consulting firms. Most recently, he was a managing partner within IBM Global Business Services, leading the Public Sector business in North America. He also served as global executive sponsor for IBM's services alliance with Workday.

Prior to IBM, Hendricks held senior leadership positions at Unisys and Accenture where he focused on providing consulting, system integration, and outsourcing services to clients. His leadership roles have included being based in London, Tokyo, and Madrid as well as the United States.

Hendricks holds a bachelor's degree in industrial administration from Iowa State University.

"Education and government organizations are searching for innovation to better serve their communities and constituents, as many have the same on-premise information systems that are now two or three decades old," said Randy Hendricks, president, Education and Government, Workday. "Workday is well-equipped with a vision to help these organizations modernize in the cloud. I am honored to join this leadership team and look forward to expanding our customer reach, application portfolio, and strategic alliances to give Workday customers much-needed boosts in efficiency, modernization, usability, and analytics."

Workday continues to make progress on the development ofWorkday Student, the only end-to-end student application built this century to meet the modern-day needs of higher education institutions. In a recent report, Brian Schwartz and Koji Ikeda from Oppenheimer & Co. Inc. write: "We believe the higher ed tech vertical is in the early innings of a decade-or-longer transition from stale and technologically limiting on-premise applications to the cloud.[1]" Schwartz goes on to note that the addition of Workday Student strengthens Workday's position to capture a significant portion of this market.[2]

Additional Comments on the News

"The University of Texas at Austin congratulates Workday and Randy on this new relationship," said Kevin Hegarty, vice president and chief financial officer, The University of Texas at Austin. "As a newer Workday customer, we're confident and eager to see the transformation on campus that we expect with Workday's cloud applications, and we're delighted to add Randy as a champion and sponsor of our long-range goals."

"As one of nine design partners for Workday Student, Broward College is heavily invested in Workday's unified vision for HR, finance, and student applications," said J. David Armstrong, Jr., president, Broward College. "We are so pleased to have the opportunity to work with Randy to truly reimagine how Broward and other colleges and universities can run their businesses in the cloud."

"Workday understands our specific needs as well as the broader local government landscape, and we are on track to far exceed the capabilities provided by our former HR and finance systems," said Rebecca Sutton, chief financial officer, City of Orlando. "It's incredibly encouraging to have someone with Randy's background and expertise leading Workday's commitment to helping government organizations better serve our constituents in the cloud."

"Workday's commitment to higher-education is evident in its approach to applications, customer service, and executive support," said Kelli Trosvig, chief information officer, University of Washington. "We've worked with Randy in the past and are very excited with the insight and leadership he can more directly contribute as we implement our new Workday HR and Payroll systems."

[1] Brian Schwartz and Koji Ikeda, "Higher Ed Tech Survey Accents Replatforming Theme," Oppenheimer & Co. Inc., July 29, 2014, p. 1.

[2] Schwartz and Ikeda, p. 7.

Workday does not adopt or confirm the contents of any aspect of this report, and assumes no obligation to update any

information contained therein.

About Workday
Workday is a leading provider of enterprise cloud applications forhuman resources and finance. Founded in 2005, Workday delivers human capital management, financial management, and analytics applications designed for the world's largest companies, educational institutions, and government agencies. Hundreds of organizations, ranging from medium-sized businesses to Fortune 50 enterprises, have selected Workday.

Forward-Looking Statements
This press release contains forward-looking statements including, among other things, statements regarding the development of the higher education market and Workday's expected position in that market. The words "believe," "may," "will," "plan," "expect," and similar expressions are intended to identify forward-looking statements. These forward-looking statements are subject to risks, uncertainties, and assumptions. If the risks materialize or assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. Risks include, but are not limited to, risks described in our filings with the Securities and Exchange Commission (SEC), including our Form 10-Q for the quarter ended April 30, 2014 and our future reports that we may file with the SEC from time to time, which could cause actual results to vary from expectations. Workday assumes no obligation to, and does not currently intend to, update any such forward-looking statements after the date of this release.

Any unreleased services, features, or functions referenced in this document, our website or other press releases or public statements that are not currently available are subject to change at Workday's discretion and may not be delivered as planned or at all. Customers who purchase Workday, Inc. services should make their purchase decisions based upon services, features and functions that are currently available.

© 2014. Workday, Inc. All rights reserved. Workday and the Workday logo are registered trademarks of Workday, Inc. All other brand and product names are trademarks or registered trademarks of their respective holders.

Contact Information:

Media Contact
Jeff Shadid
Workday
+1 (405) 834-7777
jeff.shadid@workday.com

---

https://en-sg.newsroom.workday.com/2014-08-18-Workday-Appoints-President-of-Education-and-Government-Business