Workday and Zuora Expand Partnership to Help Companies Launch AI and Usage-Based Pricing Without Sacrificing Accuracy or Financial Control

Zuora Monetization Suite for Workday Brings Billing and Revenue Capabilities Directly to Workday Customers

PLEASANTON, Calif. and FOSTER CITY, Calif., Nov. 12, 2026 /PRNewswire/ -- Workday, Inc. (NASDAQ: WDAY), the trusted agentic platform for HR, finance, and IT, and Zuora Inc., the leading monetization platform and system of record for quote-to-cash, today announced an expanded partnership to help companies launch new pricing models, such as AI and usage-based pricing, faster and without losing accuracy or control of their financial records. Customers can now access Zuora Billing and Zuora Revenue directly from Workday as part of the Zuora Monetization Suite for Workday, helping finance teams bill accurately and close the books with confidence.

AI is changing how companies charge for what they sell. As they move beyond simple subscriptions to usage-based, AI-driven, and hybrid pricing, finance teams need an easier, more connected way to manage billing and revenue. Too often, the systems that track what customers buy and use are separate from the systems that keep the company's official financial records. That creates more manual work for finance teams to track charges and report revenue accurately, making it harder for companies to test new pricing models and see which ones drive profitable growth.

Building on their existing partnership that feeds Zuora billing and revenue data into Workday's general ledger, Workday and Zuora are making it even easier for companies to bring billing and accounting together by connecting Zuora Billing and Zuora Revenue with Workday Financial Management and Workday Accounting Center. As a result, finance teams can get a single, trusted view of customer charges, usage, and revenue alongside their financial records, so no one has to piece it together by hand.

"New technology changes how companies charge customers," said Max Wessel, senior vice president of product, Workday. "Cloud made monthly subscriptions common. Now, AI agents are driving a shift toward paying for what you use. Together with Zuora, we're helping companies adapt without making billing and accounting more complicated."

"Pricing has become a competitive advantage, but every new model can mean more work and more risk for finance. Together with Workday, we're removing that tradeoff. Organizations can access a connected approach that helps them launch new revenue models while keeping finance accurate and in control," said Todd McElhatton, chief operating and financial officer, Zuora. "We've also seen this combination work firsthand: we've chosen Workday to support our financial operations, and Workday uses Zuora for revenue recognition."

The Zuora Monetization Suite for Workday is available now to Workday Financial Management customers. Customers can choose Zuora Billing, Zuora Revenue, or both, depending on their business needs.

For more information, register for Workday Rising EMEA, taking place November 17–19 in Barcelona, Spain, and visit Zuora at Booth 324 at Fira Gran Via.

About Workday
Workday operates at the heart of the enterprise – HR, finance, and IT – where the margin for error is effectively zero. By tightly coupling AI with the context, guardrails, and trusted processes that run the business, Workday goes beyond AI that assists with work to agents that are capable of driving measurable outcomes. More than 11,500 organizations worldwide, including more than 65% of the Fortune 500, trust Workday to deliver. For more information about Workday, visit workday.com.

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About Zuora, Inc.
Zuora provides the leading monetization platform and system of record for quote-to-cash, helping companies operationalize complex revenue models, including subscription, usage, hybrid, and AI-driven pricing, without breaking finance. As AI changes what companies sell, how customers buy, and how revenue is generated and managed, Zuora's flexible, modular software solutions help businesses adapt pricing and packaging, billing, payments, and revenue recognition to support increasing scale and complexity. Customers around the world, including BMC Software, Box, General Motors, The New York Times, Schneider Electric, and Zoom use Zuora's unique combination of technology and expertise to transform their financial operations and how they go to market. Zuora is headquartered in Silicon Valley with offices in the Americas, EMEA, and APAC. To learn more, please visit zuora.com.

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Workday Forward-Looking Statements

This press release contains forward-looking statements including, among other things, statements regarding Workday's plans, beliefs, and expectations. These forward-looking statements are based only on currently available information and our current beliefs, expectations, and assumptions. Because forward-looking statements relate to the future, they are subject to inherent risks, uncertainties, assumptions, and changes in circumstances that are difficult to predict and many of which are outside of our control. If the risks materialize, assumptions prove incorrect, or we experience unexpected changes in circumstances, actual results could differ materially from the results implied by these forward-looking statements, and therefore you should not rely on any forward-looking statements. Risks include, but are not limited to, risks described in our filings with the Securities and Exchange Commission ("SEC"), including our most recent report on Form 10-Q or Form 10-K and other reports that we have filed and will 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, except as required by law.

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 services should make their purchase decisions based upon services, features, and functions that are currently available.

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