

**The Register<sup>®</sup>**

Simplify IT with  
cloud apps

Break the customisation habit

  
workday™

# Why are we here?

Lots of Reg readers are considering SaaS, but find it hard to figure out what's important when making decisions.

# On our Regcast today

Annrai O'Toole, **Workday**

Dale Vile, **Freeform Dynamics**

Tim Phillips, **The Reg**

# Cloud priorities

- Test and dev
- Bursty apps
- Fluctuating apps
- Comms-centric apps
- Transient apps
- Utility services: email, collaboration
- Business applications: CRM, HCM, ERP

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**Business applications: CRM, HCM, ERP**

# Business cloud app benefits

- Fast access to incremental capability
- Continuous innovation without upgrade pain
- Future-proof platform for growth
- **New mindset, new way of working**

# Revolutionising enterprise software



**Workday**  
 Dave Duffield and Aneel Bhushi found Workday  
 Top HR Product  
 Chiquita

**workday Financials**  
 FLEXTRONICS  
 200,000 employees  
 SAS70  
 Completed Type II Audit  
 LIFETIME FITNESS  
 Best Places to Work

**workday Payroll**  
 lenovo  
 Commerce Bank  
 McKee  
 Mobile  
 Best Places to Work

**workday Unified Talent & HCM**  
 MOHAWK  
 CORNELL UNIVERSITY  
 FOUNDED A UNIVER  
 AVIVA  
 ISO 27001  
 Best Places to Work

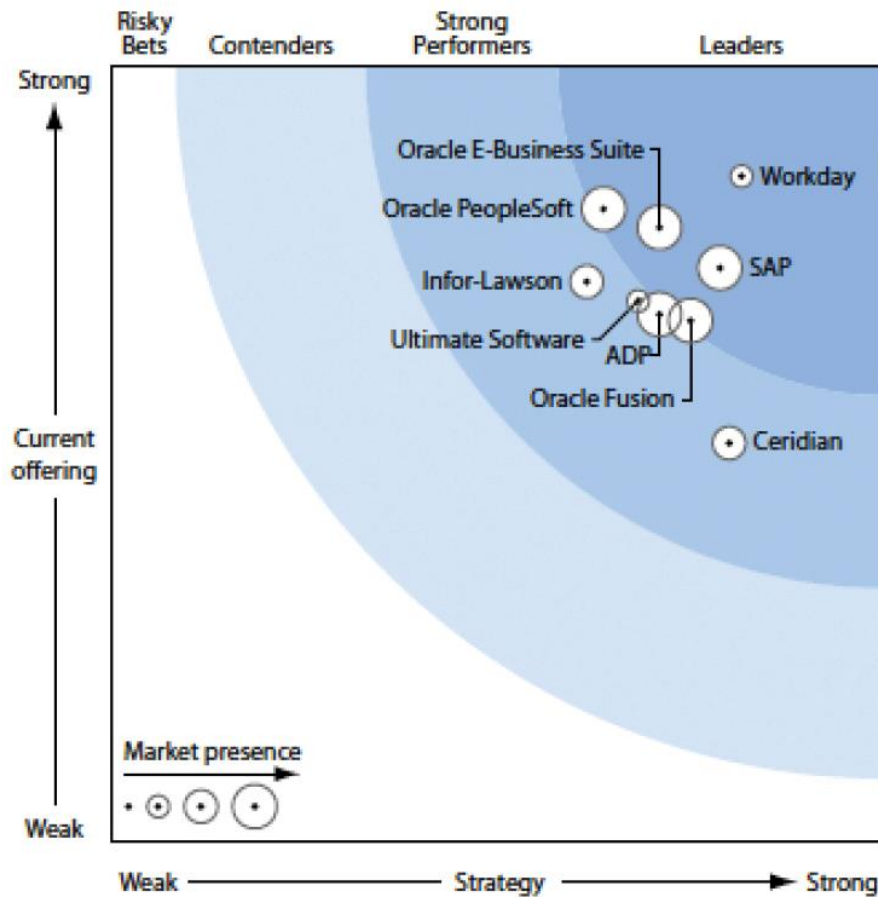
**workday Integration Cloud**  
 THOMSON REUTERS  
 Workday for iPad®  
 BROWN  
 Kimberly-Clark  
 Rentokil Initial  
 Best Places to Work

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 YAHOO!  
 CHUCK & CHEESE'S  
 Where A Kid Can Be A Kid.  
 tripadvisor®  
 tyco  
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 SANOFI  
 MoMA  
 The Museum of Modern Art  
 Abbott  
 imc  
 financial markets & asset management  
 23 languages  
 SHELTER INSURANCE  
 Best Places to Work

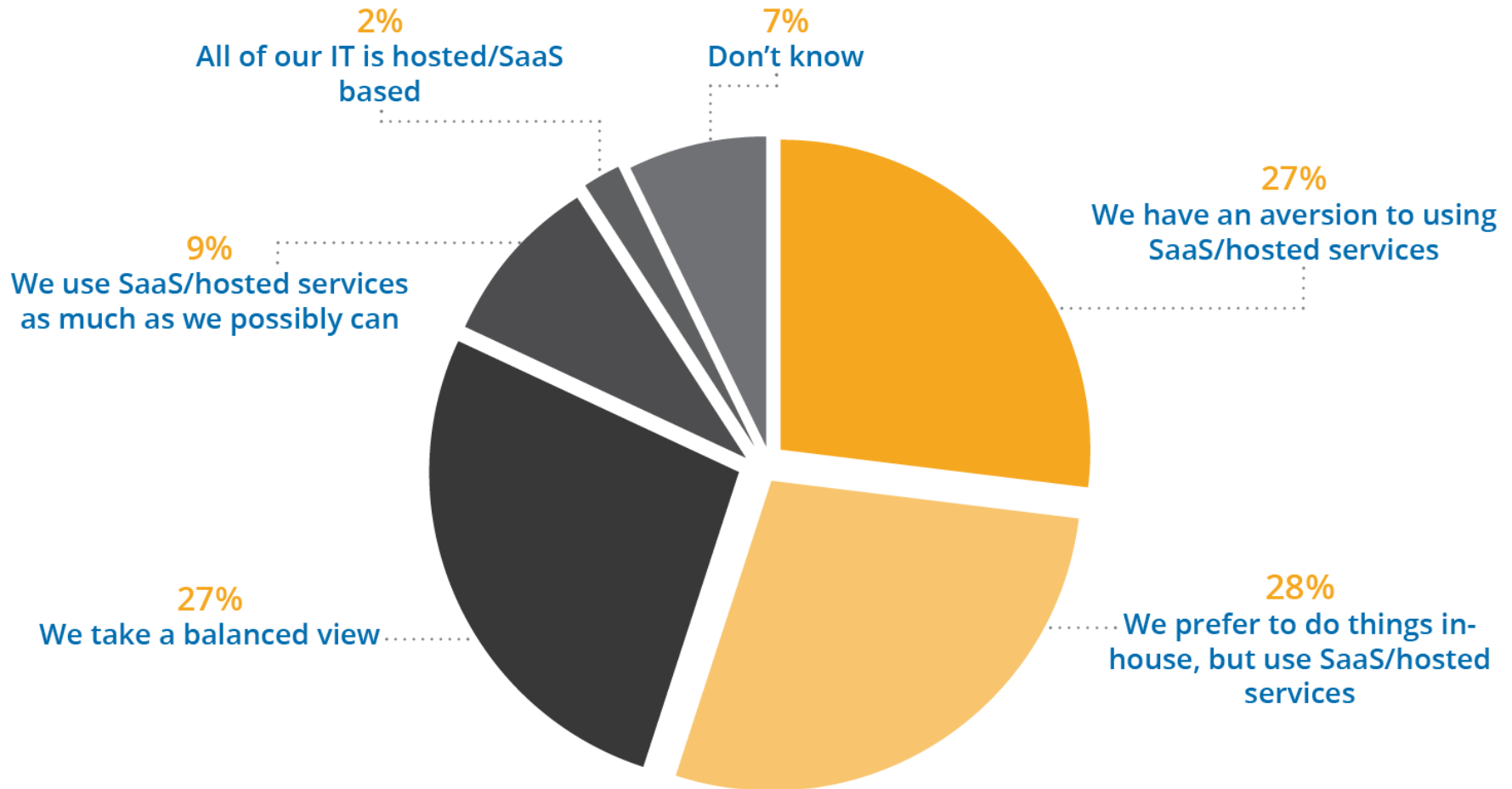
**workday Recruiting**  
 600+ customers  
 Maui Jim  
 SUNGLASSES  
 The Washington Post  
 easyJet  
 Jda  
 Best Places to Work

# Workday and HCM



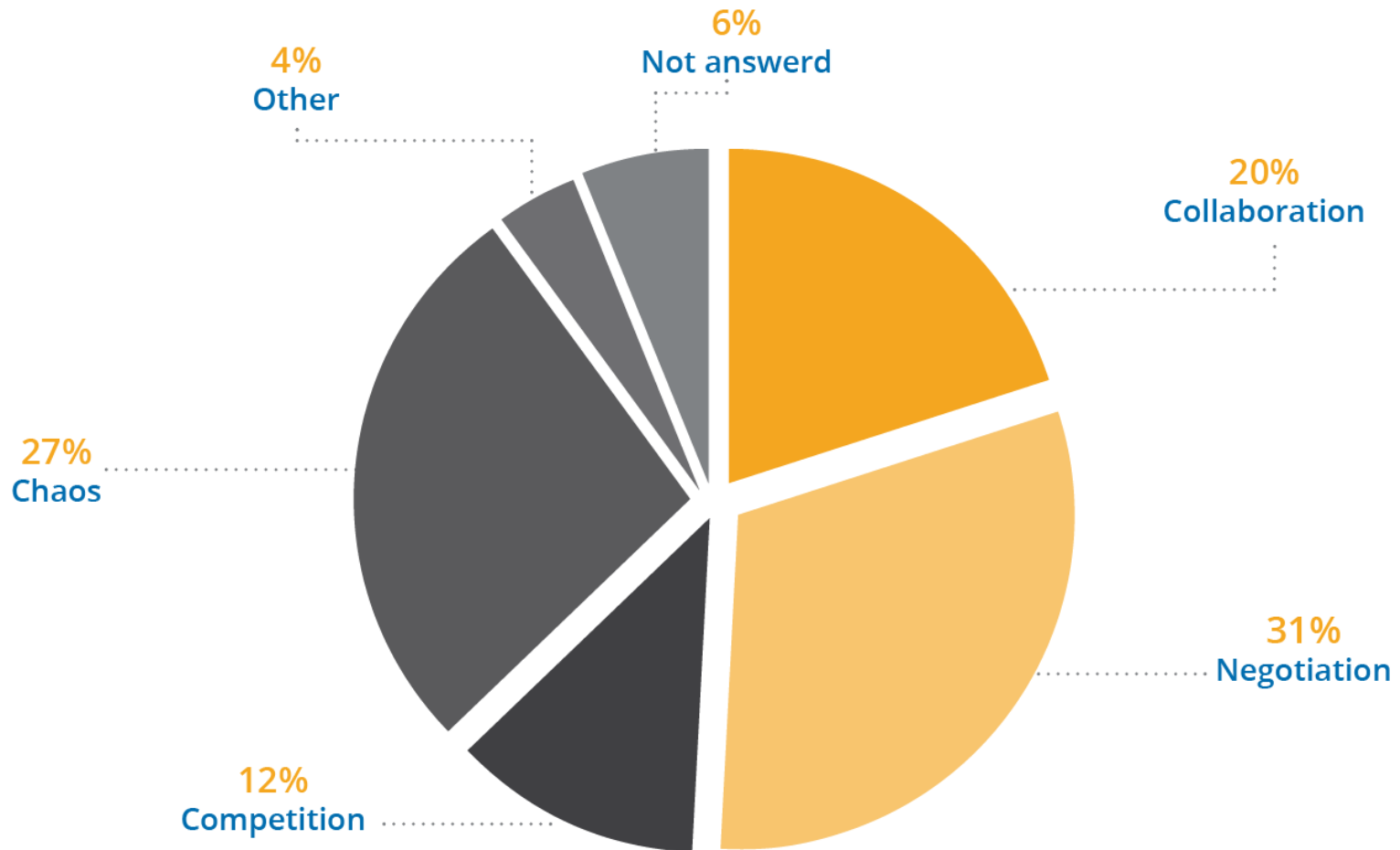


# What is the attitude to using SaaS or hosted services?



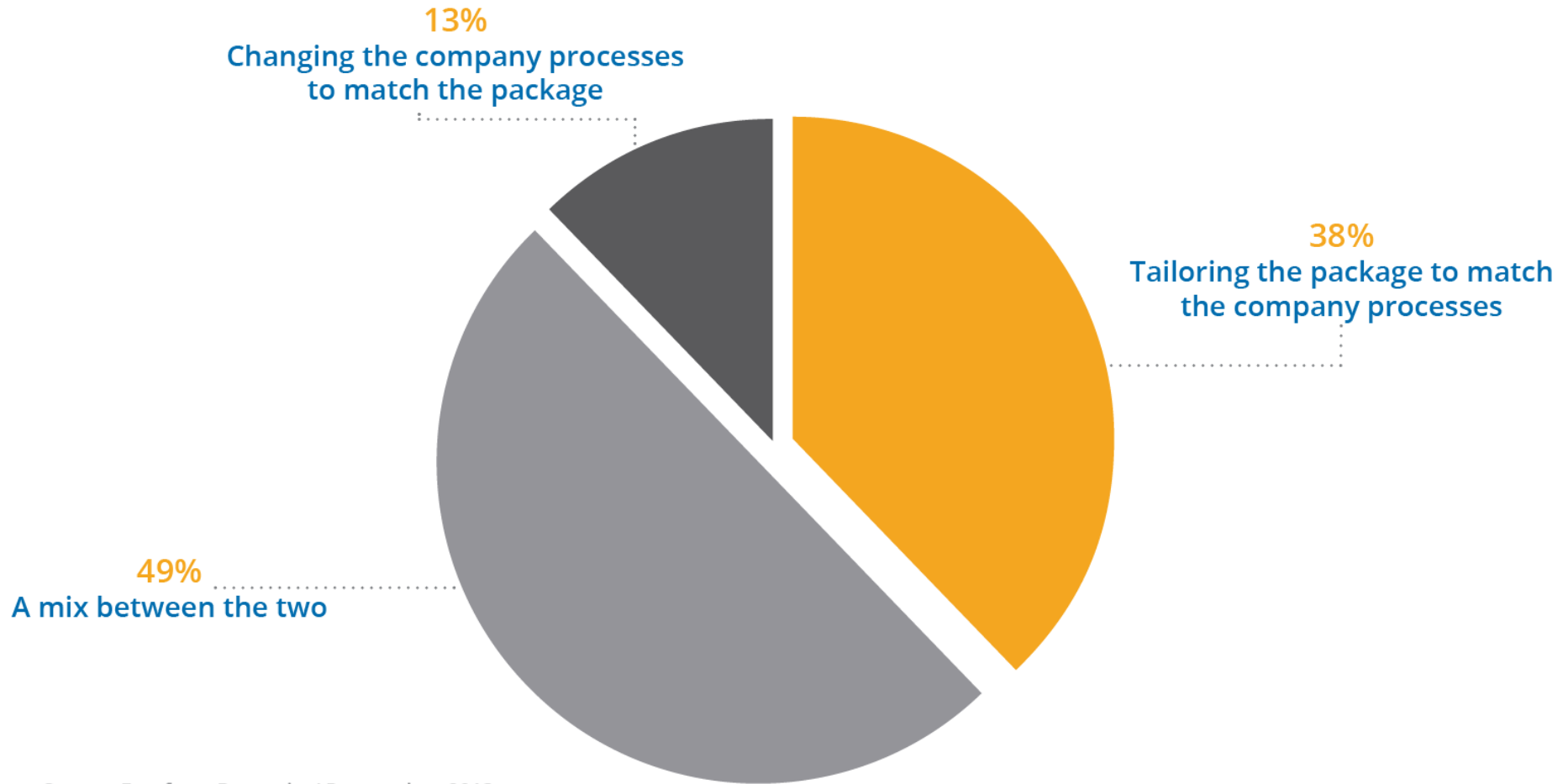
Source: Freeform Dynamics/ Reg readers 2013

# How do IT and business people work together?



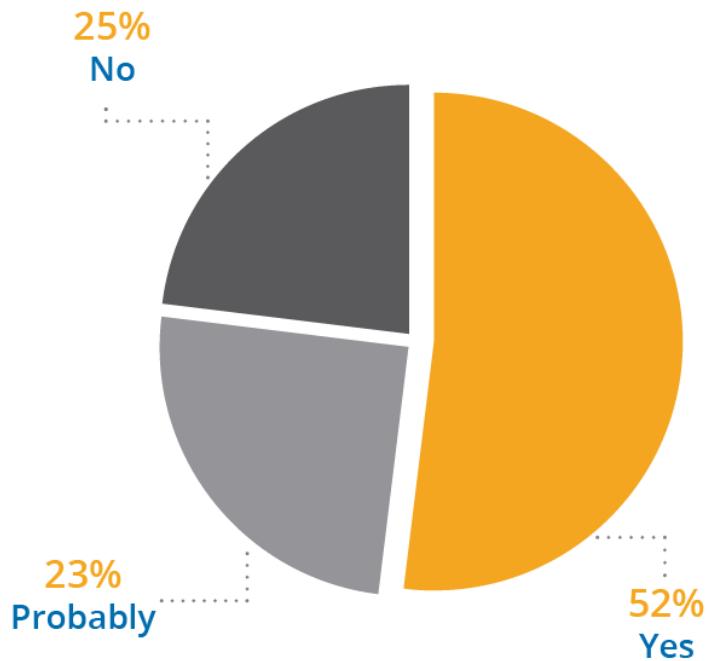
Source: Freeform Dynamics/ Reg readers 2013

# During your last ERP implementation did your organisation tend towards...



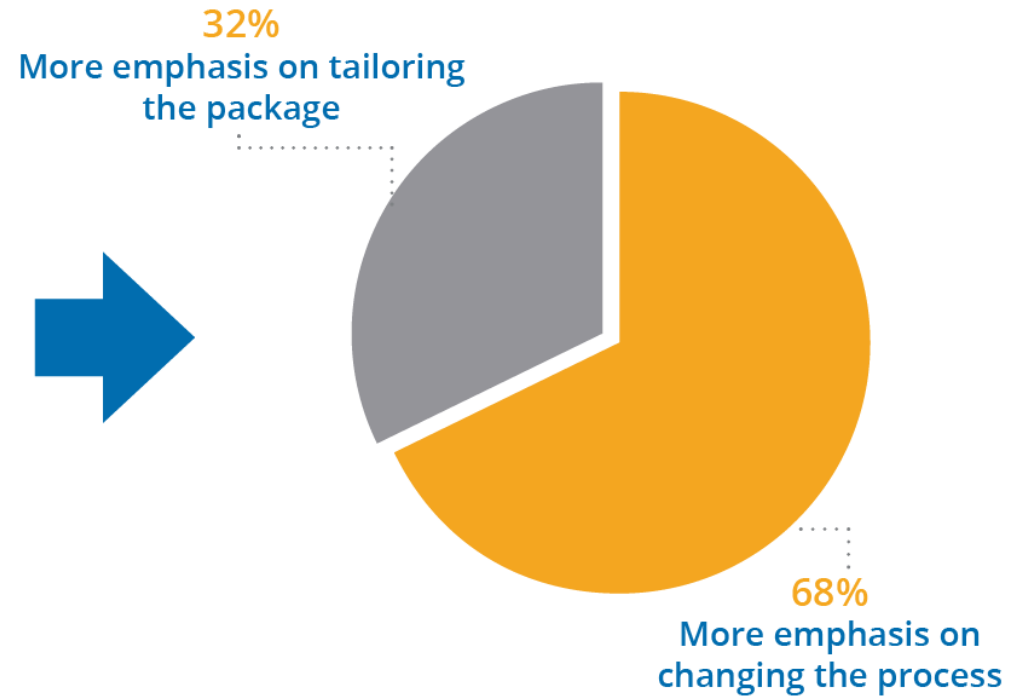
Source: Freeform Dynamics/ Reg readers 2013

## Would you do things differently today?

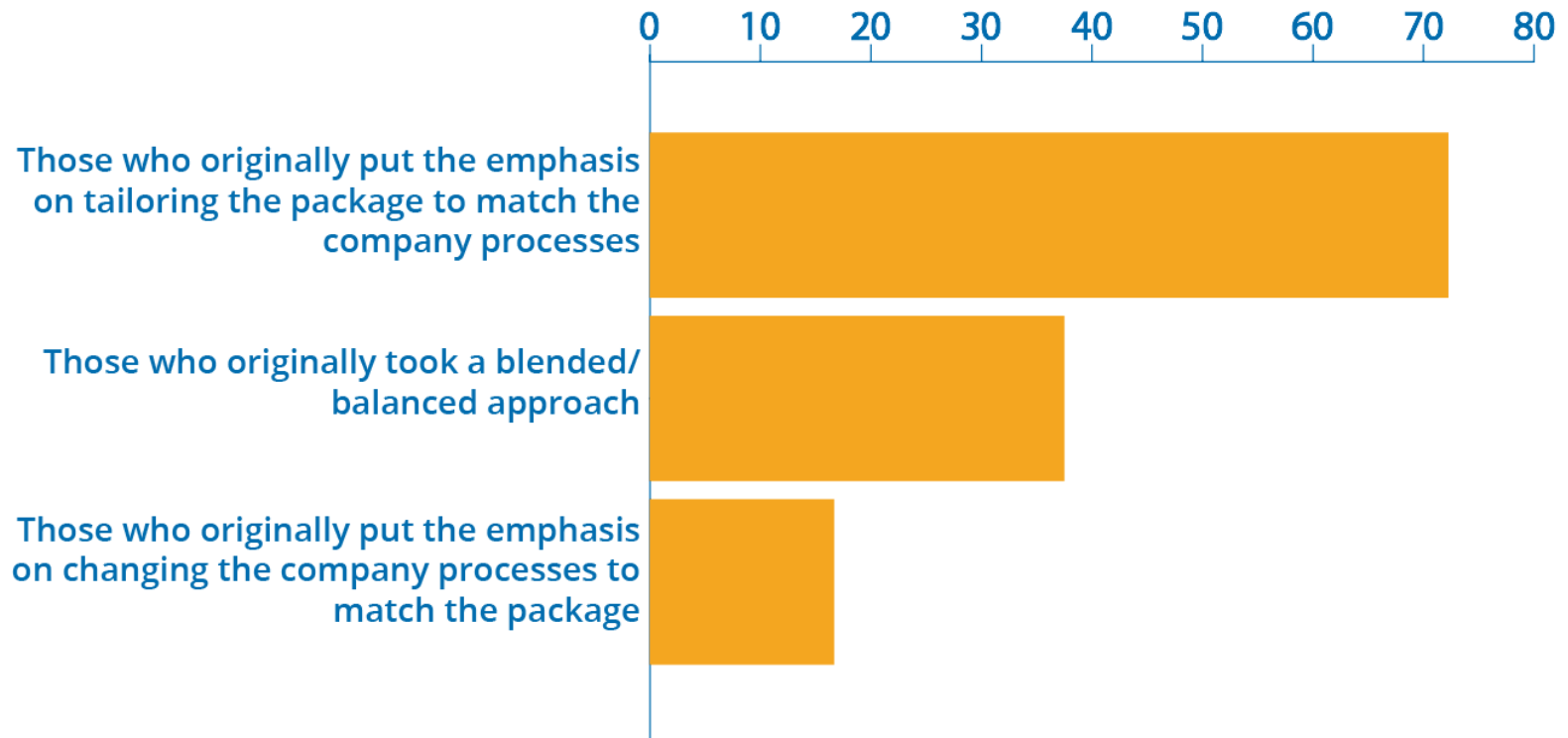


Source: Freeform Dynamics/ Reg readers 2013

## If so, how would the emphasis differ?



# Would you do things differently today?



Source: Freeform Dynamics/ Reg readers 2013

# Cloud app benefits

- Forced compromise
- Bespoking prohibited
- Modern, configurable architecture
  
- Sanity
- Cost control
- Provider takes your pain

# The things some cloud vendors don't talk about

## ON-PREMISE

Package A

Package B

Bespoke Application



## IMPLEMENTATION

Migration  
Implementation  
Standards

## OPERATIONS

Data synchronisation  
Policy integrity  
Security coordination  
Management and support



## HOSTED

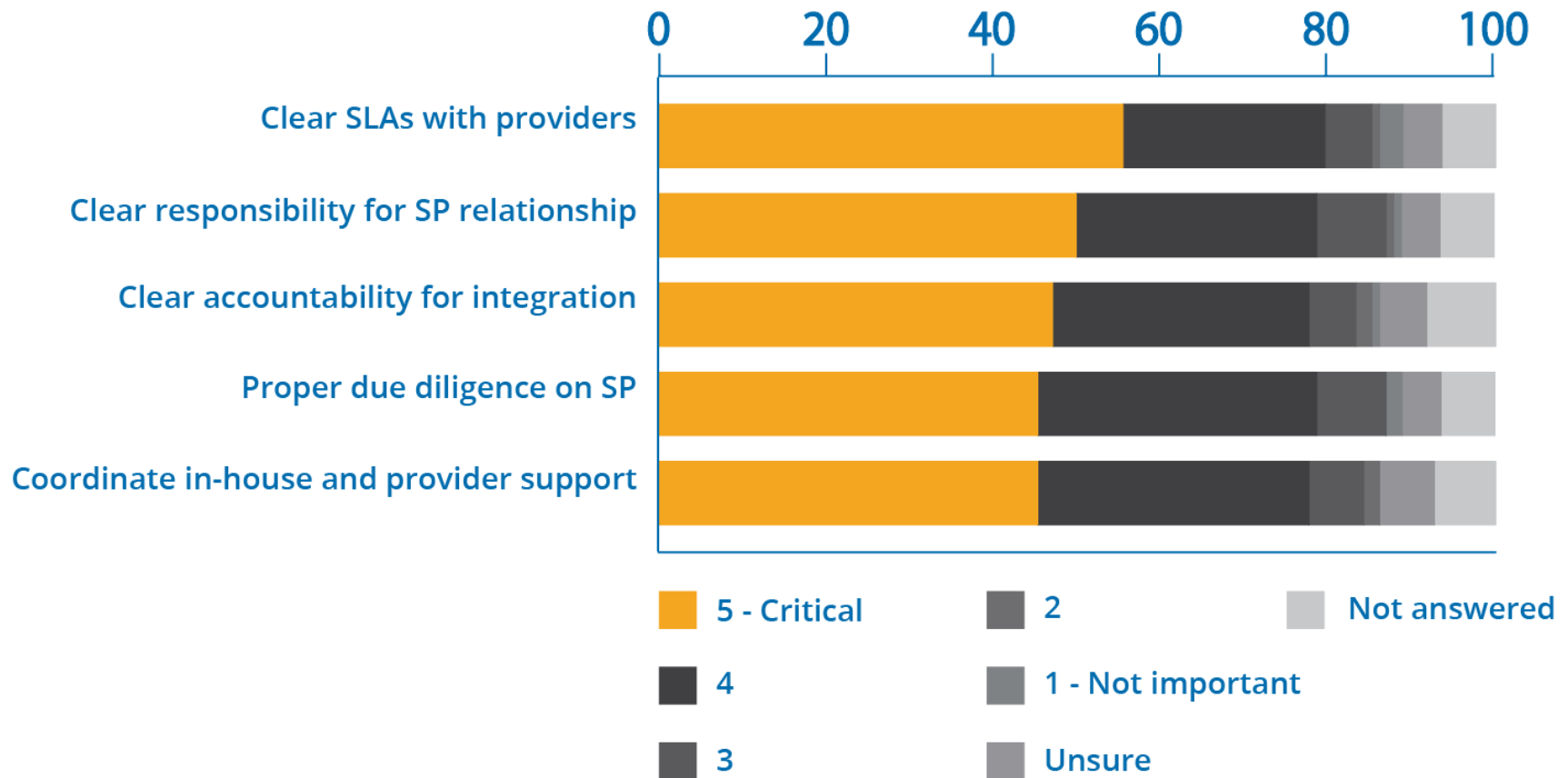
Provider X

Provider Y

Provider Z

Source: Freeform Dynamics/ Reg readers 2013

# How important for service levels?



Source: Freeform Dynamics/ Reg readers 2013



# Further reading

10 critical Requirements for Cloud Applications Whitepaper	<a href="http://reg.cx/2aTa">http://reg.cx/2aTa</a>
IDG Report: Europe Set to Move En Masse to Cloud HCM	<a href="http://reg.cx/2aTb">http://reg.cx/2aTb</a>
Gartner: Nexus of Forces	<a href="http://reg.cx/2aTc">http://reg.cx/2aTc</a>
CIO Report: Service Based Software Powers Ahead	<a href="http://reg.cx/2aTd">http://reg.cx/2aTd</a>
Real SaaS Manifesto	<a href="http://reg.cx/2aTe">http://reg.cx/2aTe</a>
Product Preview: On-Demand Operations	<a href="http://reg.cx/2aTf">http://reg.cx/2aTf</a>
Workday live demonstration:	<a href="http://reg.cx/2aTg">http://reg.cx/2aTg</a>

# Thanks for joining us



An archived version of today's event will be made available on The Register in the near future.

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