

# Workday helps businesses reach new heights.

Leader in enterprise cloud applications for finance and HR supports fast-growing business by increasing productivity with Adobe Sign.



*"We deal with a tremendous volume of contracts. Using Adobe Sign as part of our electronic document workflow helps us scale and significantly reduce cycle time for getting contracts signed."*

*Sylvia McCorriston, Business Systems Analyst for Commercial Legal, Workday*

## SOLUTION

Adobe Sign (formerly Adobe EchoSign), an Adobe Document Cloud Solution  
Workday Human Capital Management, Workday Recruiting  
Salesforce CRM, Apttus Contract Management

## RESULTS



**STREAMLINE WORKFLOWS:** Reduced paper-based processes and improved compliance by maintaining a digital record of signatures



**ATTRACT TOP TALENT:** Helped recruiters streamline offer letter process and get documents returned significantly faster to attract top candidates



**SPEED CONTRACT SIGNATURES:** Helped legal team more easily create and send contracts for signature



## Workday

Established in 2005

Employees: 5,200

Pleasanton, California

[www.workday.com](http://www.workday.com)

### CHALLENGES

- Win over top candidates by getting offer letters in their hands faster
- Sign contracts faster making it easy for customers and suppliers to do business with Workday

“After adopting Adobe Sign, documentation is now returned significantly faster from candidates. This creates more efficiency in our process and improves the candidate experience, which ultimately helps us move quickly in this highly competitive talent market.”

*Erica Isono, Director of Recruiting Operations, Workday*

### Embracing innovation

Companies around the world are saying goodbye to their old finance and HR systems to embrace the seamless unified-system approach from Workday. With offices around the globe, Workday provides cloud-based finance and HR applications to companies ranging from mid-sized businesses to major international corporations, such as Unilever and Hitachi.

As a growing technology company known for innovation, Workday understands the value of recruiting the very best talent. And in a competitive talent market, Workday's HR team also recognizes that providing a great candidate experience can mean the difference between a person signing with Workday or going somewhere else.

### Fast signatures, competitive offers

Previously, Workday recruiters manually signed offer letters for candidates they wanted to hire, which proved difficult since they were often on the road and away from their desks. To help move from this paper-based process to a faster, digital, mobile-enabled process and drive additional efficiencies across its recruiting operations, Workday turned to Adobe Sign, an Adobe Document Cloud solution.

By leveraging the Adobe electronic signature capabilities, Workday's recruiting team can now quickly and easily sign offer letters for candidates anywhere and on any device. And instead of tracking down signatures, the team can spend more time scheduling interviews and handling background checks to expedite the process and focus on providing candidates with an optimal experience.

Additionally, candidates can sign from their desktop or mobile device, eliminating the need to hunt down a printer or scanner to return offer letters.

“After adopting Adobe Sign, documentation is now returned significantly faster from candidates,” says Erica Isono, Director of Recruiting Operations, Workday. “This creates more efficiency in our process and improves the candidate experience, which ultimately helps us move quickly in this highly competitive talent market.”

### Smooth contracts

Beyond its HR operations, Workday also uses Adobe Sign for contract approvals and signatures. While getting contracts signed previously involved a manual process, Adobe Sign streamlines the workflow and results in a much cleaner document.

## SOLUTION AT A GLANCE

- Adobe Document Cloud
  - Adobe Sign (formerly EchoSign)
- Workday Human Capital Management
- Workday Recruiting
- Salesforce CRM
- Apttus Contract Management

Using the Adobe Sign integration with Salesforce CRM and Apttus contract management solutions, Workday's legal team can quickly create and send contracts for signature directly through the Apttus interface. Adobe Sign automatically routes documents through the contract signature workflow, enabling Workday executives to countersign contracts directly from their email, smartphone, or tablet.

"We deal with a tremendous volume of contracts," says Sylvia McCorriston, Business Systems Analyst for Commercial Legal, Workday. "Using Adobe Sign as part of our electronic document workflow helps us scale and significantly reduces cycle time for getting contracts signed."

Adobe Sign is Workday's first pre-integrated e-signature solution. Through the integration, users can initiate, sign, and store important company documents within any Workday application.

For more information

<https://acrobat.adobe.com/us/en/sign.html>



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7/16