



## A Leading Workday Implementation Partner for Higher Education

Over our 35-year history of delivering comprehensive services and solutions, Sierra-Cedar consultants have successfully completed more than 1,500 Human Resources, Financials, Grants, and Student software implementation and upgrade projects for more than 350 higher education institutions. In 2011, we added Workday to our Higher Education services portfolio and quickly became an industry leader.



### Highly Developed Workday Financials, HCM, and Student Capabilities

- Over 70 Workday clients; 28 of these are in higher education
- 140+ Sierra-Cedar Workday Certified consultants holding over 530 certifications with the largest Workday consulting team dedicated to serving higher education
- Highly skilled **Financials Solution Architects, HCM Solution Architects, and Student Consultants**
- Prime contractor for 19 Workday implementations in higher education
- The only Workday Partner to prime a Workday Student implementation
- Strong understanding of touchpoints among **HCM/Payroll, Financials, and Student**
- The only Design Partner selected by Workday to assist with Workday Student development
- Unparalleled understanding of the unique needs of higher education—including the **Workday Financial Data Model, grants administration, faculty pay, student employment, student recruiting and student admissions**, and a host of other higher education-specific business processes
- Highly experienced with **Composite and State Reporting**

Sierra-Cedar has worked on Workday deployments at Babson College, Bentley University, Broward College, Brown University, Carnegie Mellon University, Cornell University, Florida Atlantic University, Florida Polytechnic University, Georgetown University, Grossmont-Cuyamaca Community College District, Haverford College, Indian River State College, Montclair State University, Montgomery College, Nevada System of Higher Education, Pennsylvania State University, Simmons College, South Orange County Community College District, Southern New Hampshire University, Tallahassee Community College, University of Maryland University College, University of Rochester, University of Southern California, University of Texas at Austin, University of Virginia, Wake Forest University, Wellesley College, Yale University, and more. We bring lessons learned from all of these projects to your Workday deployment.

*Georgetown University was the first higher education institution to go live with Workday HCM, Benefits and Payroll. With Workday being relatively new to higher education, it is challenging to find experienced consultants that are able to dig in and produce the best solution using Workday configuration and tools. Sierra-Cedar has set itself apart from the rest by combining its higher education experience, problem solving skills, professionalism and Workday expertise.*



**Marjorie Boursiquot, PMP**  
Assistant Vice President,  
Business Process  
Integration  
Georgetown University

## Invested in Your Success

At Sierra-Cedar, we have a passion for client success. We have made a significant investment in developing implementation skillsets, approaches, tenants, and tools to fully support your institution's Workday success:

- **Our “Transform” Workday Methodology** – puts leading higher education-specific business processes front and center.
- **Our Higher Education Workday Tenant** – gives our clients a jump start on configuration.
- **Our Engagement Management, Risk Management, and Change Management Approach** – empowers people to embrace the Workday solution, move toward self-sufficiency, and thrive in the process.
- **Our Templates and Standards** – help clients quickly move through the planning stages of their projects.
- **Additional Service Offerings:**
  - Flexible Business Process Design
  - Integration to Student systems and third-party applications
  - Cloud-based Salesforce and Force.com extensions
  - Update Verification for future releases
  - Remote post-deployment optimization
  - Remote Workday Help Desk

*Our partnership with Sierra-Cedar perfectly complements our dedication to serving the needs of the Higher Education community.*

**Jeff Pulver**  
Vice President, Alliances  
Workday

## At the Forefront of Workday Product Development

With our broad higher education experience, Sierra-Cedar functions as an industry guide for Workday and assists in building products with broad applicability across the spectrum of higher education institution types. Workday has frequently turned to Sierra-Cedar for functional counsel on the HCM/Payroll, Financials, and **Student** systems, including multi-job and adjunct faculty, encumbrance and commitment accounting, faculty management and tracking, 9-over-12 month payroll functionality, student recruiting, student admissions, and other student administration expertise. Sierra-Cedar consultants participate in testing each new product update. In addition, **Sierra-Cedar is the only strategic design partner for Workday's Student system.**

*Sierra-Cedar's consultants stand out as leaders among their peers. Their subject matter knowledge and depth of consulting experience, combined with an understanding of Higher Education, sets them apart.*



**Stephanie Altomari**  
Manager, Workday Operations  
Brown University

*We are very proud that we are not only the first public institution to go live with Workday HCM/Payroll and Financials but the fastest deployment in higher education thus far. Sierra-Cedar's knowledge of the unique needs of higher education and their shared-performance approach made them the right choice for us.*



**Patti Barney**  
Vice President and CIO, Information Technology  
Broward College

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Sierra-Cedar delivers industry-focused client success by providing consulting, technology, and managed services for the deployment, management, and optimization of next-generation applications and technology.