



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.



- 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

Sierra-Cedar currently employs 140+ Workday Certified consultants, holding over 530 certifications, and has **the largest Workday consulting team dedicated to serving higher education** across the Human Resources, Financial Management, and Student Administration business areas. Our consultants' deep understanding of the unique needs of higher education sets us apart. **Sierra-Cedar's Workday Student** team has participated in every testing session at Workday headquarters, as well as beta training for Workday Student Recruiting and Admissions. Sierra-Cedar consultants are also participating in the inaugural Workday Student certification class.

Thanks to our partnership with Sierra-Cedar, our implementation was a huge success! Their knowledge of higher education and ongoing support ensured a smooth deployment. Now, personnel at all levels across the institution can see relevant, real-time information about the new incoming class of IRSC students. We're very excited for the future of recruitment here at IRSC and look forward to continuing our partnership with Sierra-Cedar.



Dr. Meredith Coughlin
Director, Workday Student System
Indian River State College

Sierra-Cedar has worked on Workday deployments at many higher education institutions across the U.S. We bring lessons learned from all of these projects to your Workday deployment.

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.

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

- **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 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.**

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.