Welcome!

The Partner Workshop will begin at 11 a.m. ET.

Please make sure to mute yourself.

You will be able to ask questions via the chat function throughout the workshop.

Stephen Budd
Director of Partner Enablement and Delivery

Additional sessions

Monday, November 8 at 11 a.m. ET   Workiva Platform Demonstration & Overview

Monday, November 8 at 2 p.m. ET   Better Data Management with the Workiva Wdata Suite

Tuesday, November 9 at 11 a.m. ET   Workiva SEC Reporting: A Key Part of Your Growth Strategy

Wednesday, November 10 at 11 a.m. ET   Evolve Your Practice with Global Statutory Reporting

Wednesday, November 10 at 2 p.m. ET   Private Company Financial Reporting in the Workiva Platform

Thursday, November 11 at 11 a.m. ET   How to Implement ESG with Workiva

Thursday, November 11 at 2 p.m. ET   Management Reporting in the Workiva Platform

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Other Training Opportunities

1 [Learning Paths](#) | Certification Program

- Workiva Essentials
- Workiva Platform
- GSR Learning Paths

2 [Partner Portal](#) | Asset Library

- Partner Workshops
- News & Updates

Q&A

Mute Stop Video **6** Participants Chat **Share Screen** Record

1 Click here

Send your question to "Everyone"

2

To: **Everyone** ▾ File ⋯

Type message here...

workiva learning hub Home Support Center

Connected Through Learning

MY TRAININGS ❷ **BROWSE CATALOG** GUIDED LEARNING CE

The Learning Connection
COLLECTION 8 items

Partner Workshops
COLLECTION 11 items

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Evolve your Practice with Global Statutory Reporting

Pete Marzullo
VP of Solutions for Global
Statutory Reporting
Workiva

Conor O'Kelly
Director of Statutory
Accounting
Workiva

Raisa van Olden
Senior Product
Marketing Manager
Workiva

10th Nov 2021

Agenda

1 Global Statutory Reporting with Workiva

2 Partner Opportunity

3 Demo & Delivery

4 Certification

5 Q&A

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Objectives

1. Describe

Describe the Global Statutory Reporting solution strategy, including major themes and product differentiators.

2. Apply

Apply the latest solution innovations in your current engagements.

3. Evaluate

Evaluate the importance of certification and the steps to becoming fully certified.
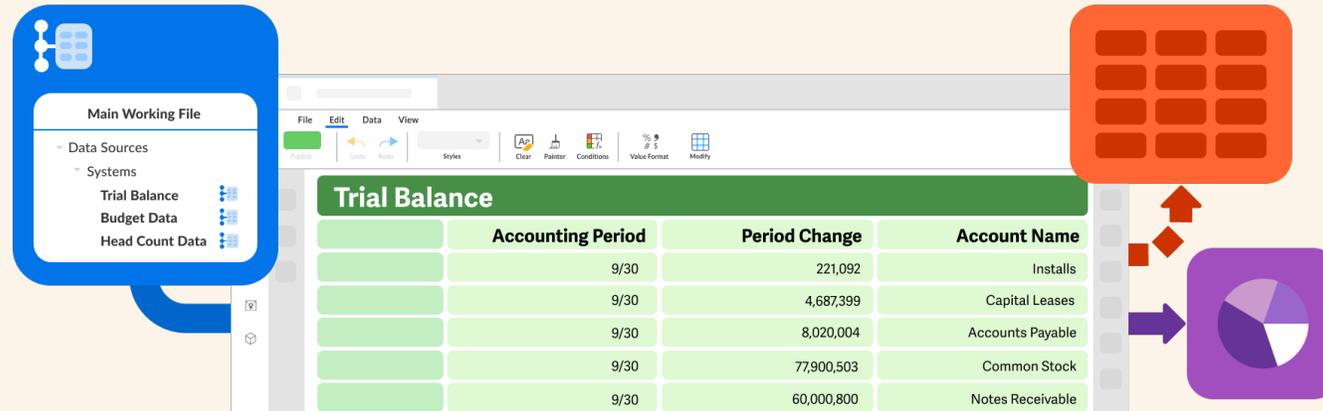
Global Statutory Reporting With Workiva

The Operating System for
Global Statutory Reporting

Main Working File

- ▽ Data Sources
  - ▽ Systems
    - Trial Balance
    - Budget Data
    - Head Count Data

File   Edit   Data   View

Publish   Undo   Redo   Styles   Clear   Painter   Conditions   Value Format   Modify

Trial Balance

	Accounting Period	Period Change	Account Name
	9/30	221,092	Installs
	9/30	4,687,399	Capital Leases
	9/30	8,020,004	Accounts Payable
	9/30	77,900,503	Common Stock
	9/30	60,000,800	Notes Receivable

Our unified cloud platform: the foundation for your global reporting

Data

Connectors

Data Prep & Unification

Platform APIs

Linking

Reporting

Productivity

Dashboards

Charts & Tables

Workiva demonstrated a breadth of professionalism, listened to our requirements and transformed our ideas into reality.

Katie Davies
Financial Reporting Manager, National Grid

Trends in Global Reporting - Can Technology Help?

Nonfinancial
Statutory Reporting

Digital Transformation
and Cost Containment

Global Governance
and Visibility

Standardization vs.
Local Expertise

Continually Changing
Regulatory Environments

GAAP Convergence
(IFRS/US GAAP)

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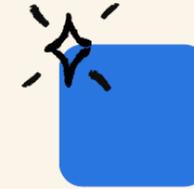# Workiva for Global Statutory Reporting Brings:
Strategic, Operational, and Financial Value

Increase Trust

Save Time

Reduce Cost

31-40 %
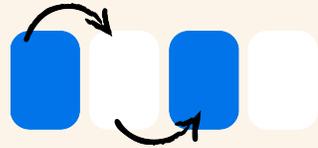
Time savings

11-15%

Audit cost savings

$7,500+

Cost savings per entity

$900k+

Projected annual benefit[2]

[1]Data points: 80-100 customers - Figures based on client validated projected benefit after collaborative Value Assessment
[2]For customers with ~120 global entities

...And This is How We Do It

1
GAAP to STAT Bridge

- **Connection to ERP and consolidation tools** automates repetitive data pulls for ledger data
- **Granular permissioning** prevents unintended changes when multiple people are involved
- **Single versions of STAT adjustment files** eliminates stale documents and merging multiple copies
- **Full audit trail** provides trust within a single document and reduces time of chasing changes through multiple old files

2
Prepare & Assemble Financial Statements

- **Roll-forward** with ease—automate date shifts and rounding from prior period financials
- **Link data** across tables and footnote narrative to ensure data integrity and accuracy
- Eliminate time spent on tick and tie of figures
- **Collaborate** on single versions of reports through granular permissioning
- Significantly **reduce review cycles** with inline comments attached directly to where the change needs to be made
- **Consistent messaging** through all disclosures

3
Audit Review & Final Submission

- **Collaborate** with external auditors in the platform to reduce back-and-forth
- Allow auditors to have current files based on permissions, **alleviating versioning issues** and reducing email exchanges
- **Centralize** all data, documents, and supporting schedules in the platform
- **Eliminate** need for extensive final reviews with permissioning, audit trail, and automated data updates through linking

Global Stat Reporting Strategic Themes

CONNECTIVITY

Incorporate platform data capabilities for broader connectivity within the customer's ecosystem

AUTOMATION

Eliminate manual intervention and orchestrate activities between processes to elevate the user experience

SCALE

Build and evolve capabilities that promote adoption and adapt to the customer's size and volume of activity
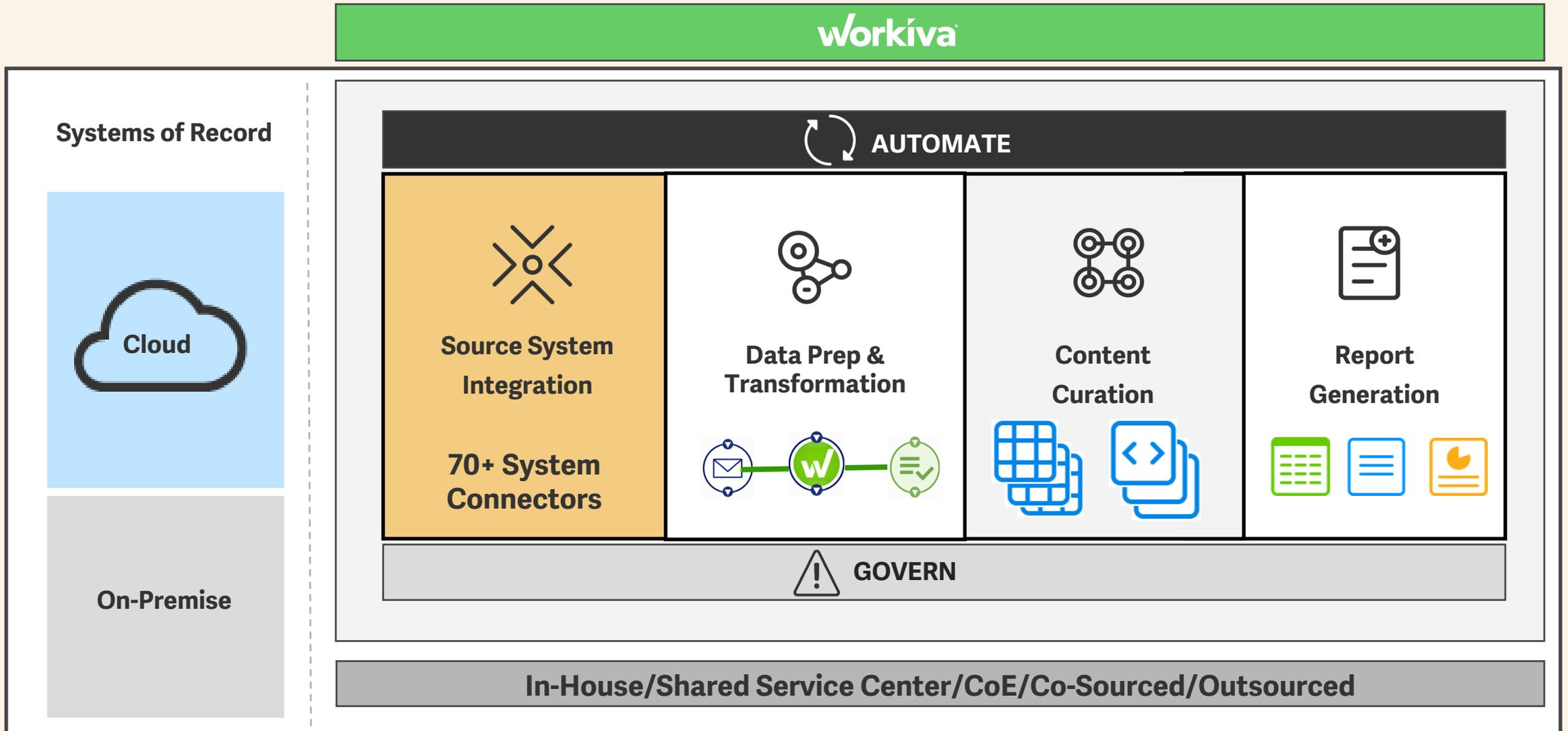
GOVERNANCE

Balance flexibility with controls to meet market demands while ensuring accurate and auditable results

CONTENT

Operationalize 3rd party content to extend overall value proposition of GSR solution

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Workiva Platform's Business Architecture

Partnership Opportunities with GSR

GSR-Partner Opportunities

2021 Joint Wins

WELLA PROFESSIONALS

Ford

FINASTRA

Flutter

WorldRemit

COVER THE EARTH — SHERWIN-WILLIAMS

55%
New GSR customer bookings

85%
Engagement at beginning of sales cycle

workiva GLOBAL STATUTORY REPORTING CERTIFIED LEVEL 1
105

workiva GLOBAL STATUTORY REPORTING CERTIFIED LEVEL 2
78

Partner certifications across **40 Firms**

$1.1B TAM

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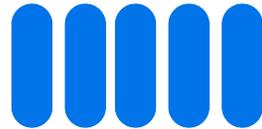
Partner Value

Advisory • Managed Service • Marketplace

Advisory

GSR Implementations

System & Process Integration

Managed Service

Outsourced Financial
Statement Prep

Co-Sourcing

Marketplace

Best Practice Templates
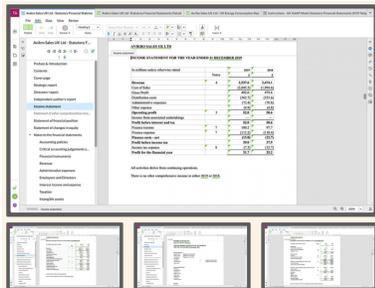
Model Financial Statements

System Connectors

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workíva marketplace

Teams implement Workiva faster by accessing **templates**, **connectors**, and **partners** on the **Workiva Marketplace.**
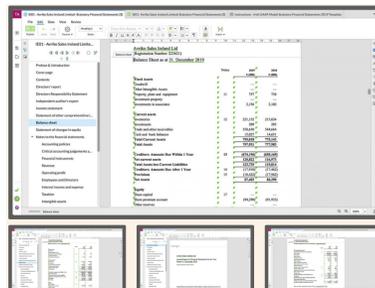
Most Popular for Statutory Reporting

UK GAAP Model Statutory Financial Statements
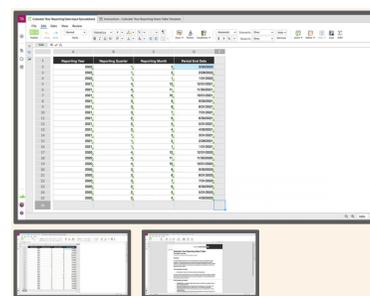
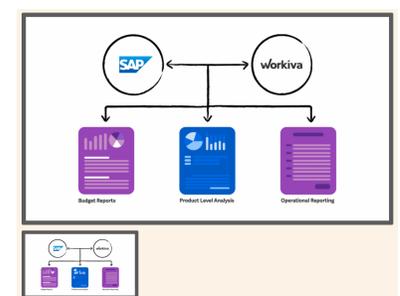workíva

Irish GAAP Model Statutory Financial Statements

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Calendar Year Reporting Dates Table

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SAP HANA JDBC Connector

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→ + MANY MORE

GSR Demonstration

2021 / 2022 Product Focus Areas

Localisation

- **Translation Review**
- Full width character support
- India Numbering System
- Translation: SS and Pres
- Custom Date formatting

Governance

- Advance permission editor
- **History Panel and authorship**
- Cell history in tables

Content & UX

- Marketplace
- **Placeholders and Overrides**
- Comment Notifications
- Push to Wdata
- Documents API

2022 Focus

- Content & UX
- Governance
- XBRL & Localisation
- Entity Management
- Regulatory management

Partner Certification and Enablement

Workiva | Partner Enablement

GSR Solution

~17+ hours to complete

Functional Role			Level 1	Implementation Role		Level 2	Level 3
Workiva Essentials	Workiva Platform - Report & Prepare	Workiva **PLATFORM** CERTIFIED	GSR Level 1 Learning Path & Exam	Integrate/ Chains	Database Implementation	GSR Level 2 Learning Path & Exam	Partner Delivery Certification Service
1 hour	~5 hours		~2 hours	~1 hour	~4 hours	~4 hours	Varies

Description

Learning Hub	Live Training Sessions	Service Delivery	Workshops & Webinars
Individuals can learn at their own pace and self-identify relevant training.	Workiva offers live training sessions through discussion, content and hands-on experience.	Workiva Experts are available before, during and after implementations.	Live and recorded sessions to supplement the knowledge of the Partner.

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Q&A

Q&A

Mute Stop Video Participants 6 Chat Share Screen Record

1 Click here

Send your question to "Everyone"

2

To: Everyone File ...

Type message here...

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What's next

Reach Out

Talk to your Alliance Manager to engage further.

Attend a Partner Workshop

Throughout the year - Q1 dates to be announced.