



Capital Markets

FAQs:

Q: How do you suggest getting lawyers' support for Workiva? The lawyers seem to be Workiva doubters - any thoughts on that? I have heard registrants starting with Workiva but then moving to the financial printer for the last mile, sort of best of both worlds? Does this resonate with you?

A: We have worked on some of the biggest IPOs with some of the most active deal teams (lawyers). The lawyers who have educated themselves on our offering and spent time with Workiva are energized by the value we offer vs. outdated alternative approaches. We don't see using both vendors as a best practice. Our customers run transactions from end to end without the printer involvement and we've proven to run a more efficient overall process.

Q: What can partner do to help with Capital Markets? How do partners work with Workiva to win the services work you discussed?

A: You can bring awareness to your customers that there is a technology offering that is an alternative to the antiquated printer process. It will differentiate you in the market and create an efficient process for your client. Once introduced, we are happy to spend time with the company.

Q: Regarding the workflow, was there a necessity to export a version of the narrative document to Word for example, and then import it back further down the road with updated content/comments? We understand that to get the most out of the platform collaborative features this shouldn't be done, but we have bumped into this scenario for a variety of reasons, specially with

some lawyers. This ends up creating a "feeling" that it's slower because it requires an ad-hoc setup to have the word file formatted and ready to go again in Wdesk.

A: The end of this question doesn't make sense because even if the document was exported to word, there is no formatting prior to copying and pasting sections back into Workiva. But that aside, if you think about the printer process, someone (law firm) has to take the comments/edits, review them, consolidate them into one document to give to the printer, and then review them once the printer word processes them. Even if the lawyers fell into a similar workflow in workiva (pulling out to word for review), they would still skip the step of waiting on the printer to "turn" it. Instead of consolidating in Word, they would consolidate right in Workiva and it's done.

Q: If workiva has assigned a 24/7/365 support team that knows the tool like the back of their hand, why is a client bringing in a partner?"

A: Workiva's Capital Markets team manages the logistics of the document and deal (formatting, exhibits, filings, etc) while the partner, who is part of the working group, can focus on the content of the document in an efficient manner.

Q: Any concerns from the auditors that their comments are retained? they are very sensitive to what is retained that can be traced back to them, from an independence standpoint?

A: No. Comments can be deleted, which removes them from the system completely.

Q: How does the Active Disclosure product from DFIN compare?

A: The AD product is not a connected platform to use across an organization. It is a point solution largely targeted at '34 Act filings (not Capital Markets projects).