

## The partnership between Workday and IntelliCap achieved these major milestones:

- Launched partnership in 2006 when company had two Account Executives and three customers
- Since then engaged with over 200 prospects and clients
- Drove over \$100MM in revenue with our services
- Created transition to develop internal Value Management team
- Impacted repositioning of corporate value proposition from a TCO reduction story associated with SaaS versus Legacy system to a Global Agility and Process Efficiency story

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*~ Name, Title, Workday  
X-time client with IntelliCap*

