



## Partnering with Andgo: Protect Your Dimensions Migration

Andgo helps protect migrations to UKG Dimensions by addressing some of the most common customer objections:

- Loss of features
- Evaluating alternative solutions
- Change management concerns
- ...And Much More

Read on to learn how Andgo assists in these areas, as well as a recent customer win story.

**"UKG would not have closed the KDP deal without Andgo"**  
 Jeff Hakalmazian, Enterprise Sales Executive, UKG

### Migration Guide: How Andgo Helps Your Customers Transition Seamlessly to Dimensions



#### Feature Parity

Andgo leverages & extends the UKG Dimensions ecosystem, providing tools to offset features/functionality that customers would be giving up in the migration, (i.e. IVR/telephony)



#### Crush the Competition

Andgo helps provide innovative differentiation to help you stack up against competitors trying to win the business away from UKG, (i.e. accommodation for complex union requirements, intelligent shift bid automation & bidding)



#### Meet Customers Where They Are

Andgo provides a path for your customers to migrate to Dimensions, while allowing them to phase in /change manage new tools in line with their organization's business processes.



#### UKG Dimensions + Andgo: Customers Can Do So Much More!

With Andgo, your UKG Dimensions customers can automatically:

- Identify critical vacant shifts, including support for IVR/telephony
- Fill hundreds, even thousands of shifts in complex, high volume staffing environments
- Send broadcast messages to segmented audiences



### Customer Win Story: Keurig Dr. Pepper

- Landscape:
  - KPC customer - 18,500 employees live - WFT & WAM only; Workday HR & ADP Payroll
- Hurdles / Barriers:
  - New competitors (Indeavor and Shyft) piloting new scheduling tech with the customer
  - Flip to WFD first (time to value) - 6 to 9 months
  - Limitations in scheduling vs. competition (enter Andgo)
- Outcome:
  - Signed to \$880K ARR WFD deal (a 40% increase)
  - Able to add Analytics & Advanced Scheduler to deal with help from Andgo
  - Overcame & displaced pilot scheduling tech competitors



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