

I'm pleased to submit this letter of nomination for Ames-based software company Workiva as the DuPont Pioneer innovationLEADER of the Year.

Overhauling the way people work is an enormous undertaking. But it's exactly what Workiva is doing here in Ames and Central Iowa.

Accountants, engineers, entrepreneurs—the nature of nearly every job is collaborative in some measure. With constantly evolving technology and more and more ways to report and record available data, accurate and efficient collaboration can be difficult. Enter Workiva. The all-in-one platform called “Wdesk” simplifies complex collaboration by keeping data from multiple user's in sync thus reducing risk. Workiva is fundamentally changing the way people work. The effectiveness of the software is evidenced in the fact that over 65% of Fortune 500 companies now utilize it.

Workiva has been a leader not only in their industry and pioneering the cloud-based reporting platform, but they've led the way for the tech community to flourish in the Ames community and the Cultivation Corridor. This is a company that could easily be located in the Silicon Valley with access to the thousands of people that flock there looking for opportunities like Workiva has to offer. Instead they decided to plant roots in the community that helped them get started and have grown that relationship so as their company prospers, so does the local economy. The Workiva buildings' interiors showcase open-floor designs that foster creativity and collaboration, which are essential to Workiva software development and corporate culture. The headquarters also include a fitness center, gourmet cafeteria, game room, and indoor and outdoor spaces that parallel environments found in other progressive software companies.

The story of this company's success in Ames is based on three factors: an innovative idea, the belief in and support of that idea by the many, including the Ames community, and Workiva's loyalty and commitment to supporting the community that helped fostered their idea.

In just five years, Workiva has grown tremendously. In December of 2014, Workiva became a publicly traded company on the New York Stock Exchange. Their shares were sold at \$14 and raised \$101 million. Third quarter 2015 financial results reported Workiva's revenue at \$36.3 million, an increase of 29.9% from \$27.9 million in the third quarter of 2014.

Workiva recently completed the expansion of its Ames headquarters with a \$78.2 million capital investment. Through this expansion they promised to add 700 jobs and this workforce expansion is well underway.

Co-founders Marty Vanderploeg and Matt Rizai envisioned a better way to do business. They set out to change that process with an innovative idea, a lot of determination and the support of the Ames community. Workiva's success has been a success for Ames. As Workiva continues to grow, their momentum creates an atmosphere in Ames that encourages more great companies to put down roots in our community.

Workiva is doing something special. I hope that this letter of support provides ample evidence of this innovation and success and that you will consider Workiva for the DuPont Pioneer innovationLEADER of the Year Award.



Dan Culhane,
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