celonis

How Process Mining Drives Finance Transformation

Introducing the
Celonis Execution Management System

Speakers

Pranay Jaiswal

Customer Transformation Advisor
Celonis

Madeline   Peterson

Value Engineer
Celonis

Poll Question

We're Celonis.

We help companies find and **capture business value in their processes**, enabling them to perform at levels they never thought possible.

1,350+
Customers

250+
Partners

#1
Ranked by industry analysts*

22
Countries served

* By Everest Group, HFS Research, NelsonHall and Gartner

2011

From leader in

Process Mining

"Celonis is the clear market leader in Process Mining"

Gartner

2020

To world's first

Execution Management System

"From a market share perspective, Celonis is dominating"

Gartner

Gartner: Celonis' 3 Key Strengths

Figure 1: Magic Quadrant for Process Mining Tools

STRENGTH 1
Execution
"Celonis has helped put the process mining market on the map and has dominated the market since its commercialization. Celonis has the largest customer base in this market. We estimate its market share at more than 60%"
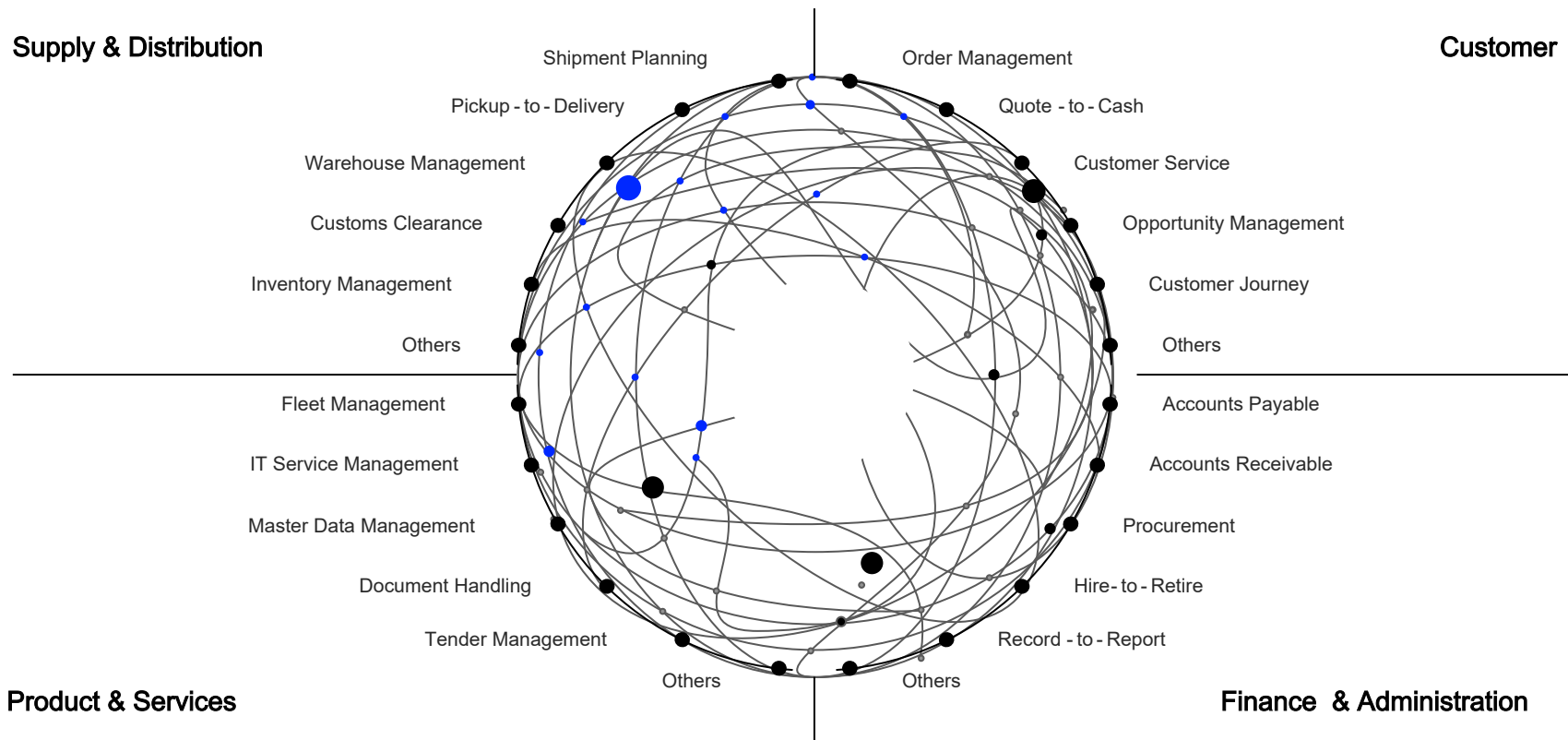
STRENGTH 2
Innovation
"Celonis launched major innovation on its EMS platform including Process Sphere and Business Miner"

STRENGTH 3
Open platform strategy
"Celonis has developed a framework for partners to extend Celonis' EMS. This framework, based on APIs and developer tools, enables developers to build powerful applications on top of Celonis' EMS, taking advantage of its data and intelligence"

Every business is a collection of interconnected processes

C

Supply & Distribution

Customer

Shipment Planning

Order Management

Pickup - to - Delivery

Quote - to - Cash

Warehouse Management

Customer Service

Customs Clearance

Opportunity Management

Inventory Management

Customer Journey

Others

Others

Fleet Management

Accounts Payable

IT Service Management

Accounts Receivable

Master Data Management

Procurement

Document Handling

Hire- to - Retire

Tender Management

Record - to - Report

Others

Others

Product & Services

Finance & Administration

But they don't always run the way you'd expect
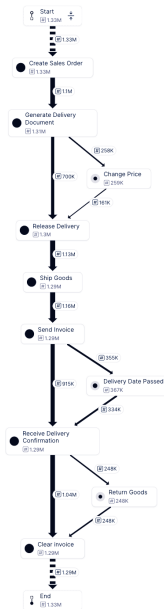
01

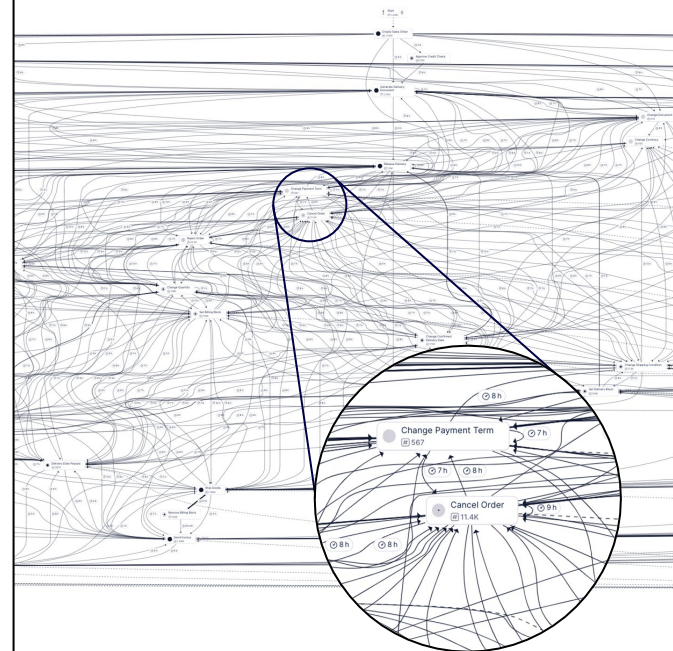## How the process was designed

02

How businesses think the process runs

03

How the process actually runs

Value opportunities lie hidden in and across your processes

Supply & Distribution

| 1 in 5 orders cancelled due to stock-outs | >12 days to confirm customer orders | Outdated safety stock points result in excess inventory |

Customer

| >10 multi-hop ticket reassignments | Hundreds of fines from SLA breaches | Misclassified tickets leading to delayed resolution |

Finance & Administration

| Invoices paid twice | Goods shipped but not billed | Contract prices violated in 2 out of 3 orders |

… Product, Logistics, Administration, Risk & Compliance, and more

Capturing this value quickly is more critical than ever

Customer

>40 days to onboard new customers	30% of applications withdrawn	>10 multi- hop ticket reassignments

Operations

45% of claims lead to legal disputes	SLA breaches for 1 of 3 customer inquiries	>3 months time to yes

Finance & Administration

Invoices paid twice	Invoices paid in wrong currency	Contract prices violated in 2 out of 3 orders

… Product, Logistics, Administration, Risk & Compliance, and more

SUPPLY CHAIN VOLATILITY
Need for agility

RECESSION
Cost take - out imperative

INFLATION
Pressure for profitability

ECOLOGICAL CRISIS
Drive for ESG accountability

The problem every business transformation effort faces
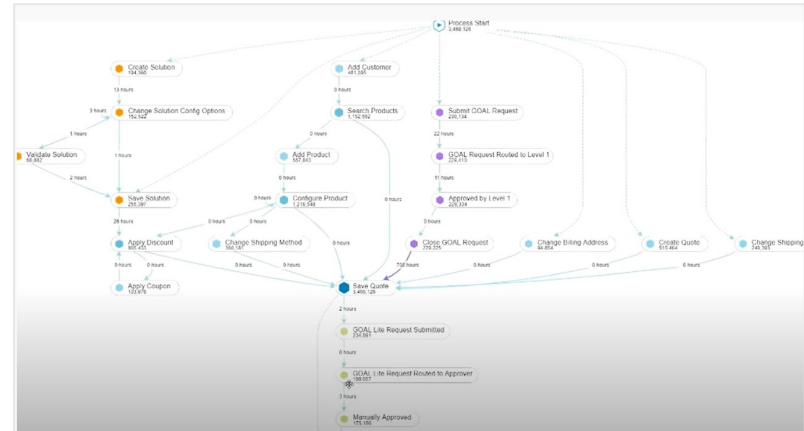
Poll Question

Old Way: Process Mapping

Subjective, Partial
_____

Lengthy, costly
_____

One-time understanding

New Way: Process Mining

Objective, Complete
_____

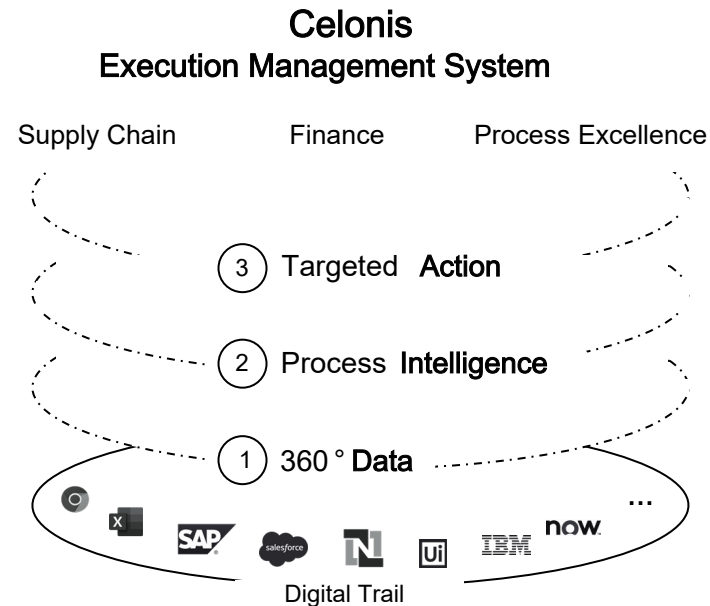Immediate, self-service
_____

Continuously enhancing

Meet the Celonis Execution Management System

Find and capture business value   - fast

C

Celonis EMS sits on top of your existing systems

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1 Integrates your data for a real   - time MRI of your processes

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2 Automatically reveals improvement opportunities and recommends actions

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3 Intelligently orchestrates your teams and technologies to capture value

Celonis
Execution Management System

Supply Chain   Finance   Process Excellence

3 Targeted **Action**

2 Process **Intelligence**

1 360 ° **Data**

...

Digital Trail

Celonis has a track record of delivering on key financial metrics

Accelerate Cost Management

Prevent unnecessary payments
Examine historical & open invoices for similarities to flag potential duplicates

Minimize losses from bad debt
Reduce bad debt risk by using real - time, data - driven credit limits

Combat excess spend
Eliminate contract leakage and analyze spend to create new contracts

Improve Free Cash Flow

Improve inventory turnover
Identify and address instances of inventory getting stuck to prevent inventory build up

Accelerate AR collections
Streamline and intelligently prioritize collections based on data - driven insights

Extend AP payment cycles
Identify most favorable payment terms to ensure optimal payment time

Grow Market Share

Streamline order processing
Reveal, prioritize and fix delayed, blocked or incomplete orders based on impact

Ensure on - time delivery
Proactively identify and act on credit & delivery blocks for key customers

Reduce stockouts
Find alternate sources of inventory and prioritize based on impact

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Deutsche Bank — **$68M** efficiency gains from reengineering 40 processes

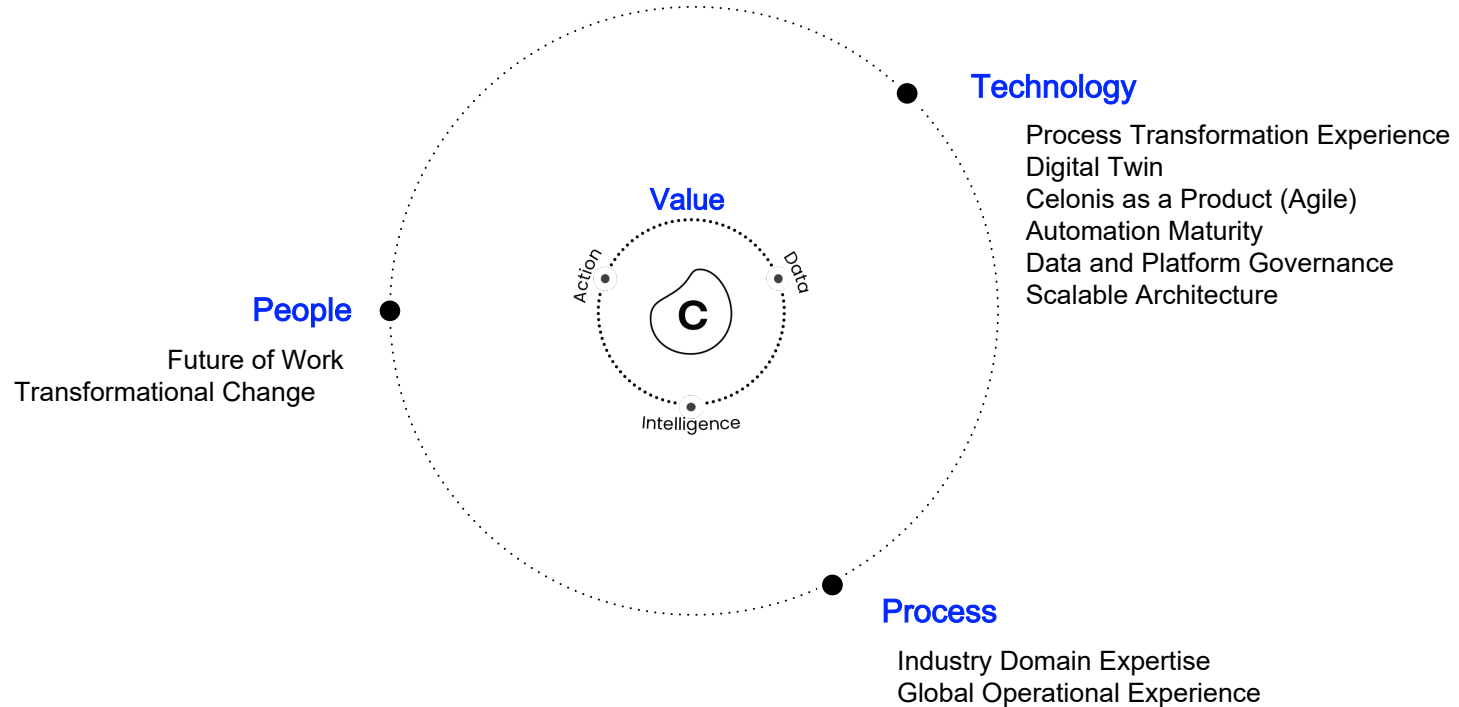NESTE — **€55M** improvement in monthly cash flow

INGRAM MICRO® — **15%** reduction in order cancellations

Demo

Transformation with Execution Management System

Transformation Advisory : Serving Customer demands beyond a platform

Technology

Process Transformation Experience
Digital Twin
Celonis as a Product (Agile)
Automation Maturity
Data and Platform Governance
Scalable Architecture

Value

Action
Data
Intelligence

People

Future of Work
Transformational Change

Process

Industry Domain Expertise
Global Operational Experience

Automation Maturity Model
Celonis help drive organizations from Organized to Digitized and Connected

C

INTELLIGENT

Predictive AI/ML
capabilities
deployed across
several lifecycles

Process neural
network
(integrated E2E
process)

CONNECTED

Celonis deployed
across all key
process lifecycle
(Digital Factory)

Connect all the
silos

Process - mining
first approach
before
automation

Most
Companies

⇩

DIGITIZED

Digitalization of
business process
via process
mining/EMS

Workflow
automation,
Predictive triggers
in BU

ORGANIZED

RPA at Scale

Widespread
adoption of RPA
across several
BUs

REACTIVE

RPA In Silo

Time

Celonis Value Framework and DMAIC Six Sigma Methodology

Celonis EMS can accelerate and enable statistical process analytics for all lean six   - sigma programs
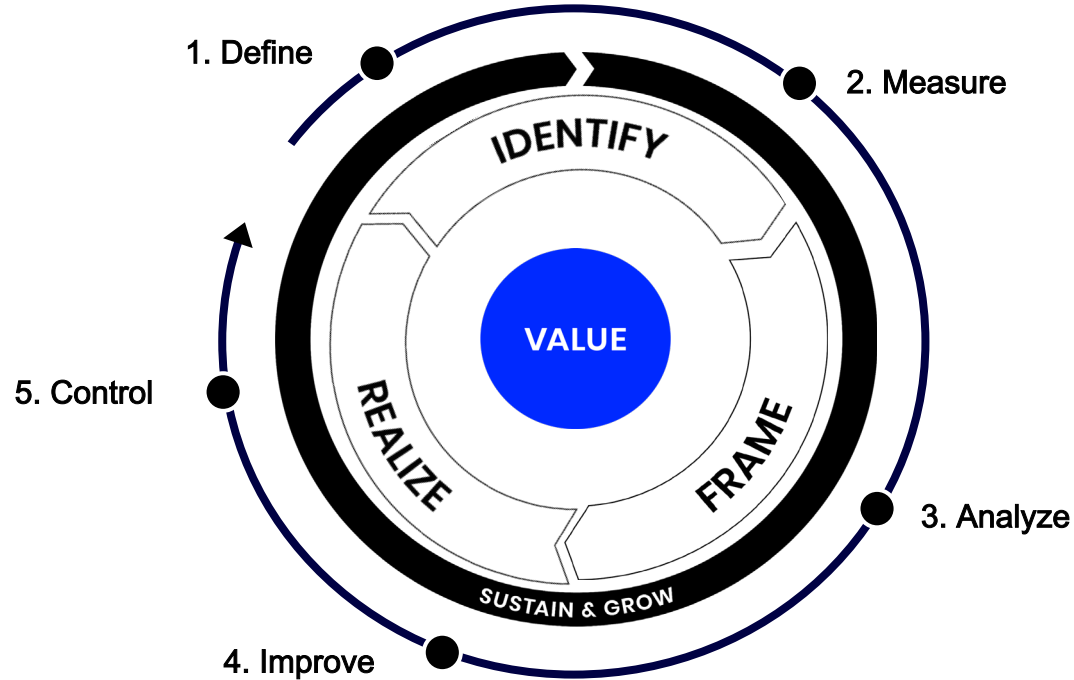
Questions?

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Thank You