EDITIONS	CELONIS INFRASTRUCTURE (OCPM ENABLED)	EMS STANDARD	EMS DISCOVERY	C4C DISCOVER	C4C EXECUTE	C4C OPERATE	PRODUCT DEFINITIONS
Available for Sale for new customers	Yes	No	No	Yes	Yes	Yes	
Celonis Distribution Channel	Direct and Celonis Reseller	Direct and Celonis Reseller	Direct and Celonis Reseller	Celonis for Consulting	Celonis for Consulting	Celonis for Consulting	
Feature Availability	Included	Included	Included	Included	Included	Included	
360° DATA							
SYSTEM EXTRACTOR	Included	Included	Included	Not Available	Included	Included	The System Extractor is a software component that extracts data from the source system and sends it out to EMS.
MANUAL FILE UPLOAD + DATA PUSH API	Included	Included	Included	Included	Included	Included	The Data Push API is an external API that enables seamless ingestion of data in the form of files via a client into an EMS environment. The Celonis File Upload is a software component that allows importing data in the form of files from a user's local machine to the EMS without the need to create a connection to the underlying source system.
PROCESS CONNECTOR	Included	Included	Included	Not Available	Included	Included	The Process Connector is a combination of extracting, connecting and transforming data for one source system.
CELONIS KAFKA CONNECTOR	Included	Included	Included	Not Available	Included	Included	The Celonis Kafka Connector enables Celonis customers to integrate Kafka streams of real-time, event-driven data into the Celonis EMS, to support decision-making and execution.
QUICKSTARTS	Included	Included	Included	Not Available	Included	Included	A simplified Process Connector which allows you to take a first glance at Your process information. A Quickstart includes the source data definition, typically a file upload, an included data transformation and a first glance analysis which is generated automatically.
DATA INTEGRATION	Included	Included	Included	Included	Included	Included	Data Integration connects to a multitude of source systems to capture events in the form of digital footprints. Furthermore, it allows the User to transform the extracted data to construct a data model. The data pipeline can be orchestrated and automated through a user interface.
CELONIS COMMON DATA MODELS	Included	Not Available	Not Available	Included	Included	Included	CCDM is an object-centric and system agnostic data model defined by Celonis for standard business processes
OBJECT-CENTRIC PRE-BUILT TRANSFORMATIONS	Included	Not Available	Not Available	Included	Included	Included	Pre-built transformations for converting source system data to standard object-centric data models.
OBJECT-CENTRIC DATA MODEL (OCDM) BUILDING AND EDITING	Included	Not Available	Not Available	Included	Included	Included	In the objects & events environment you can model object types and event types and map those via transformations to raw data. You start with a set of standardized, preloaded object types and event types embedded within the new environment and you can easily extend them or create your own. Together the object types and event types build one object-centric data model. This gives you a single data representation of your entire business and acts as a single source of truth for all your process intelligence. To represent a particular business process, on which you can use any Studio asset, you create a perspective by choosing from the object types, event types, and relationships in the object-centric data model.
PERSPECTIVE EDITOR (INCLUDING EVENT LOGS)	Included	Not Available	Not Available	Included	Included	Included	Construct a schema suitable for PQL-based analysis from a subset of the objects and relationships in OCDM. Automatically generates event logs for included objects and allows the user to create custom event logs.

LEGEND: ■ INCLUDED □ Optional Add-On ■ Not Available **D** In Development

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PLATFORM CAPABILITIES

	CELONIS INFRASTRUCTURE (OCPM ENABLED)	EMS STANDARD	EMS DISCOVERY	C4C DISCOVER	C4C EXECUTE	C4C OPERATE	PRODUCT DEFINITIONS
PLATFORM STORAGE AND PROCESSING CAPACITY	●	●	●	●	●	●	The Celonis platform stores and processes data subject to the limits specified in the Celonis Metrics Description for OCPM Infrastructure.
SANDBOX	●	●	●				The Standard Sandbox Team serves as a testing environment for independent evaluations and testing within the limits of the defined table rows. The Standard Sandbox Team is provisioned per default upon the rollout of Your Productive EMS Team. Your Standard Sandbox Team cannot be connected to any other system that is not itself a Sandbox/testing environment. The following scope is included in Your Standard Sandbox Teams: the number of Analysts is limited to five, You'll receive 20 GB of APC, Table rows are limited to 100,000 rows, and no Business Users are provided.
PREMIUM SANDBOX	○	○	○	Sandbox for Consultants are available at the Partnership level			The Premium Sandbox Team serves as a testing environment for independent evaluations and testing within the limits of the defined table rows. The Premium Sandbox Team is only available as a separate Order at an extra charge and will not be provisioned per default. Your Premium Sandbox Team cannot be connected to any other system that is not itself a Sandbox/testing environment. The following scope is included in Your Premium Sandbox Team: the number of Analysts is limited to 30. At any time your Premium Sandbox may generate the same amount of APC plus 10% as-is generated by Your Productive EMS Team or 40GB (whichever is greater). There are no limitations regarding Table Rows. No Business Users are provided in the Premium Sandbox Team.
PLATFORM, TEAM & USER MANAGEMENT	●	●	●	●	●	●	The platform administration is a set of capabilities and administrative controls that correspond to all aspects of the EMS platform, including deployment settings & configuration, licensing and team management.
INTEGRATION WITH SSO (FEDERATED IDENTITY)	●	●	●	●	●	●	By connecting your company's authentication mechanism, your users can log in to your EMS with their existing access credentials. SSO configuration reduces manual account management for your EMS admins and increases the ease of access for your users.
APPLICATION KEYS	●	●	●	●	●	●	Application Keys are used to authenticate scripts and applications.
TEAM SECURITY & PRIVACY	●	●	●	●	●	●	The Team Security & Privacy is defining which User is capable of sharing and accessing the content in the EMS. A Two Factor Authentication enforces users to validate their identity via email before they can log in and the history of the log-ins will be tracked additionally.
ADOPTION TRACKING (USER ADOPTION DATA)	●	●	●	●	●	●	Monitoring user behavior with adoption tracking allows the admin to see how often users access the team and what content they access within Studio. This allows the admin to understand usage and adoption.
TRANSFORMATION CENTER	●	●	●	●	●	●	Transformation Center helps the User monitor the Performance of all Your processes in one central place. It provides the User with an overview of Your objectives and KPI development. The Transformation Center is designed to measure the success of Your process improvement and transformation initiatives. In the Transformation Center, the User can define qualitative objectives (e.g. strategic initiatives) and assign associated quantifiable KPIs for any data model. This allows You to align Your team, department and company and monitor Your transformation journey.

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PROCESS ANALYSIS & INTELLIGENCE							
CELONIS PQL	Included	Included	Included	Included	Included	Included	Celonis PQL (Process Query Language) is Celonis' proprietary process-oriented query language to derive insights from process data.
SHARED MACHINE LEARNING WORKBENCH	Included	Included	Included	Included	Included	Included	Machine Learning (1) provides other Celonis Products such as Process Analytics, Action Flows, or open application framework applications with advanced analytics data including predictions, simulation scenarios, or analysis of unstructured data, (2) is a platform for data scientists to build advanced analytics use-cases in an open ecosystem, (3) contains a python package to help the User solve the most common process-related machine learning tasks.
DEDICATED MACHINE LEARNING WORKBENCH	Optional Add-On	Optional Add-On	Optional Add-On	Not Available	Not Available	Not Available	For heavy machine learning workloads, a dedicated instance is available as an add-on product. Specs of the dedicated instance shall be defined in Your Order Form.
KPI LIBRARY	Included	Included	Included	Included	Included	Included	Saved formulas allow the User to create their own reusable KPI Library. It is possible to define replaceable parts of the formula with the help of customizable parameters. Thereby the User can define which parts of the formula are editable by other users.
BOOKMARKS	Included	Included	Included	Included	Included	Included	Bookmarks can be used to store findings. By setting a bookmark, the currently used filters will be saved for future use.
THROUGHPUT TIME SEARCH	Included	Included	Included	Included	Included	Included	The Throughput Time Search allows the User to examine the throughput time between two specific activities.
ACTIVITY EXPLORER	Included	Included	Included	Included	Included	Included	The Activity Explorer provides an alternative to find out how activities relate to Your process.
CASE & VARIANT EXPLORER	Included	Included	Included	Included	Included	Included	The Case and Variant Explorers allow the User to explore the process based on the end-to-end variants.
MULTI OBJECT SUPPORT IN PROCESS EXPLORER	Included	Not Available	Not Available	Included	Included	Included	The Multi Object Process Explorers allow the User to explore the processes across Objects and Events based on the event occurrences.
PROCESS ADHERENCE MANAGER D	Included	Not Available	Not Available	Included	Included	Included	The Process Adherence Manager (PAM) enables mining, modeling and conformance analysis in one single user interface. PAM analyzes business processes by comparing real process events with a predefined process flow. PAM uses the event data from the Process Intelligence Graph to analyze whether processes run in accordance with these predefined process flows, evaluating the significance of any and all deviations in terms of impact on the overall process performance. At the same time, PAM uncovers and identifies the root causes behind any such deviations.
CONFORMANCE CHECKER	Included	Included	Included	Included	Included	Included	The Conformance Checker uses artificial intelligence to automatically detect non-conformant cases and to outline their violations, root-causes and impact on KPIs, by comparing the mined as-is process against a target process model. To define the target model, the Conformance Checker supports importing .bpmn files (BPMN 2.0 Standard), modeling processes with the built-in process modeler or automatically documenting the mined as-is process as the target model.
PROCESS REPOSITORY	Included	Included	Included	Included	Included	Included	The Celonis Process Repository is an integrated and centralized environment for documenting and maintaining business processes. It supports versioning and it integrates with third party Business Process Management tools. The stored models can also be accessed directly from the Conformance Checker.
BUSINESS MINER (STANDARD)	Included	Included	Included	Included	Included	Included	Business Miner is a native-built value discovery tool that lets you observe how your process is running, identify opportunities, and size business impact. It offers standard process mining exploration focused on process performance in the areas of: Throughput Time; Meeting Deadlines; Unwanted Activities and Automation Rate.
BUSINESS MINER (PROCESS SPECIFIC CONTENT)	Included	Not Available	Not Available	Included	Included	Included	Business Miner is a native-built value discovery tool that lets you observe how your process is running, identify opportunities, and size business impact. BM is designed with a focus on value opportunities that will move business critical KPIs. It offers standard process mining exploration focused on process performance in the areas of: Throughput Time; Meeting Deadlines; Unwanted Activities and Automation Rate. (ps. rework rate it in progress). And it also offers explorations specialized for the processes AP, AR, OM, Procurement in areas such as OTP, DPO, No-touch rate. etc.
TRANSFORMATION HUB	Included	Not Available	Not Available	Included	Included	Included	Transformation Hub is the centralized monitoring tool for quantifying the business impact of all Celonis projects. Transformation Hub allows users to visualize and track outcomes across processes, objectives and value stages in one place. This enables easier identification and orchestration of additional optimization opportunities.

LEGEND: ■ INCLUDED   ▢ Optional Add-On   ■ Not Available   **D** In Development

TARGETED ACTION

EDITIONS	CELONIS INFRASTRUCTURE (OCPM ENABLED)	EMS STANDARD	EMS DISCOVERY	C4C DISCOVER	C4C EXECUTE	C4C OPERATE	PRODUCT DEFINITIONS
ACTION FLOWS	Included	Included	Not Available	Not Available	Included	Included	Action Flows provide a real-time automation engine integrated with Celonis' process mining technology to perform next-best actions in cloud, on-prem, and custom applications. Next-best actions comprise unattended automations in enterprise IT systems as well as "human in the loop"-type automations by creating tasks & alerts for users in the EMS.
PROCESS MINING INTEGRATION	Included	Included	Not Available	Not Available	Included	Included	Action Flows enable You to take targeted action to quickly fix inefficiencies. They can be triggered by users in EMS or by process intelligence to take the right action at the right time. Once triggered, Action Flows can perform and orchestrate actions across 1,000+ 3rd party apps using API-based integrations. They include a low code drag & drop editor and 10,000+ out-of-the-box actions to enable users to set up automations with ease and security. Action Flows provide enterprise-grade security and governance features such as audit trails to support customers in meeting their compliance requirements.
ON-PREM AUTOMATIONS	Included	Included	Not Available	Not Available	Included	Included	Automate in 15+ enterprise on-prem applications using the Celonis On-Prem Agent.
PRE-BUILT AUTOMATIONS	Included	Included	Not Available	Not Available	Included	Included	Use 10,000+ pre-built automations across 700+ applications to perform automations.
SCHEDULED ACTIONS	Included	Included	Not Available	Not Available	Included	Included	Schedule whenever an Action Flow should be executed (e.g. daily, every Tuesday at 9 am, …).
DRAG & DROP ACTION FLOW BUILDER	Included	Included	Not Available	Not Available	Included	Included	Configure action flows with a visual, no-code drag & drop editor.
ADVANCED AUTOMATION TOOLING	Included	Included	Not Available	Not Available	Included	Included	Use repeaters, iterators, aggregators, routers and more to configure advanced Action Flows.
ADVANCED ERROR HANDLING	Included	Included	Not Available	Not Available	Included	Included	Use advanced error handling features to recognize and resolve issues before they become apparent to the business.
AUTOMATION IN CUSTOM SYSTEMS	Included	Included	Not Available	Not Available	Included	Included	Perform API-based automations in custom systems.

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CELONIS STUDIO, APPS & EXPERIENCES

EDITIONS	CELONIS INFRASTRUCTURE (OCPM ENABLED)	EMS STANDARD	EMS DISCOVERY	C4C DISCOVER	C4C EXECUTE	C4C OPERATE	PRODUCT DEFINITIONS
CELONIS STUDIO, APPS & EXPERIENCES	●	●	●	●	●	●	The Celonis Studio is a low code development interface that allows the User to build, customize, package, and publish execution applications and process analyses. The Celonis Studio is made up of a few key building blocks: Skills, Views, Analysis, and folders.
ALERTS & RECOMMENDATIONS	●	●	●	●	●	●	An Alert highlights changes or other important conditions in the data and can be seen by any user who has access to the underlying data. It does not contain a prescribed action. The prescribed actions will be messaged to User via a Task. Tasks have visibility restrictions and can only be seen by certain defined users.
PACKAGES	●	●	●	●	●	●	Packages are the main structural element in the Celonis Studio and contain collections of assets that interact with each other to generate an execution app. Within packages the User can create Views, Skills, Knowledge Models and Analysis.
SKILLS	●	●	●	●	●	●	A Skill is an intelligent automation. They are composed of a sensor, which contains the logic to determine when the Automation needs to run, together with one or more Action Steps that define what happens after the Sensor is triggered. Skills are executed by the Celonis Automation Engine. The Action Steps can be automations (API calls) to other systems, alerts to end-users, or prioritization of work in Celonis user-specific Views.
COMPONENTS LIBRARY	●	●	●	●	●	●	Access to the Components Library in the Celonis Studio.
CHARTS AND TABLES	●	●	●	●	●	●	Charts and Tables can be created and edited to illustrate certain data. The following components can be used: OLAP tables, column charts, pie charts, donut charts, line charts, area charts, marker charts, scatter plots, bubble plots, histogram charts, single KPIs (gauge, number, fill, and radial), pivot tables, box plots, and world maps.
ACCOUNTS RECEIVABLE APPS	○	○	○	◌	●	○	The Accounts Receivable Apps consist of three use case specific applications for Collections, Credit and Disputes. The apps provide a 360-degree view of AR operations by connecting data across all source systems, and apps. They enable data-driven prioritization and risk assessment by taking into account various influencing factors and past behavior. They then enable role-based, intelligent execution by identifying common inefficiencies and triggering appropriate actions in real-time.
DUPLICATE CHECKER APP V2 `D`	○	◌	◌	◌	●	○	The Duplicate Checker App is purpose-built to address duplicate invoices that are often missed by ERPs only to get detected after the fact. The two typical avenues in which organizations today detect duplicates either require extremely manual resolution or require paying a percentage of recovered payments to an external entity. This app sits as an intelligent layer on top of your source systems' data to detect duplicate invoices within the Accounts Payable process. The app groups invoices together that are suspected to be duplicates based on different patterns. Users can then review the identified potential duplicates with the help of a machine learning-based confidence score, provide feedback and take action accordingly, ultimately preventing unnecessary payments and invoice processing. The app also provides the possibility to automate the blocking of duplicate invoice payments.
END-TO-END LEAD TIMES APP	○	◌	◌	◌	●	○	The Celonis End-to-End Lead Times App focuses on the entire lead time to procure, manufacture and distribute finished goods, clarifies the impact of each of the component processes on the end-to-end lead time and reveals the bottlenecks delaying the entire process. The App leverages the object-centric data model to unite all the objects and events associated with procurement, manufacturing and distribution into one perspective and is customizable to support each customer's supply chain. End-to-End Lead Times App is priced based on the Transactional Value calculated using the sum of the amount value in USD of all Sales Order Items ingested in the End-to-End Lead Times App in a given subscription year.
WORKFORCE PRODUCTIVITY	○	○	○	◌	◌	◌	The Celonis Workforce Productivity component enables businesses to securely collect and analyze user interactions on desktops in order to increase efficiency by gaining full visibility, understanding changing behaviors and capturing employee experience. In order to be in line with individual requirements, this component is highly configurable and data capturing can be limited according to each specific use case. The law varies significantly between countries and use-cases, therefore You are advised to consult Your legal experts before activating Workforce Productivity for Your Users. Celonis bears no liability for Your use of this functionality. Workforce Productivity is priced based on the number of Active Concurrent Users.
SUSTAINABLE SPEND MANAGEMENT APP	○	○	○	◌	◌	◌	The Sustainable Spend Management App unifies siloed Procurement & ESG (Environmental, Social & Governance) data sources including purchase requests, ESG scorecards and high-risk suppliers into a single solution to boost the productivity of Category Managers by helping them to meet the highest ESG standards expected by customers, regulators and investors. The App offers a single solution to view, prioritize and efficiently manage supplier sustainability. It integrates sustainability ratings and scorecards of suppliers into the Celonis EMS, integrates high-risk suppliers indicated by a rating provider, recommends which suppliers to prioritize and streamlines taking action to request ESG rating.
ECOVADIS SUSTAINABILITY RATING SOLUTION	○	○	○	◌	◌	◌	Product is defined here - https://www.celonis.com/terms-and-conditions/additional-services/
INTEGRITYNEXT	○	○	○	◌	◌	◌	Product is defined here - https://www.celonis.com/terms-and-conditions/additional-services/
SHIPPING EMISSIONS REDUCTION APPLICATION	○	○	○	◌	◌	◌	Product is defined here - https://www.celonis.com/terms-and-conditions/additional-services/
AP INVOICE INGESTION (POWERED BY ROSSUM)	○	○	○	◌	◌	◌	Product is defined here - https://www.celonis.com/terms-and-conditions/additional-services/

LEGEND: ● INCLUDED ○ Optional Add-On ◌ Not Available **D** In Development

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EXTERNAL CONNECTIONS

	CELONIS INFRASTRUCTURE (OCPM ENABLED)	EMS STANDARD	EMS DISCOVERY	C4C DISCOVER	C4C EXECUTE	C4C OPERATE	PRODUCT DEFINITIONS
INTELLIGENCE API	●	●	●	●	●	○	Intelligence API is a set of read-only Representational State Transfer (REST) APIs that allows Your developers to consume information stored in EMS knowledge models and embed actionable intelligence into the platforms upon which You routinely rely (e.g., Salesforce or ServiceNow). Intelligence API permits external access to EMS records (types and items) and Filters in order to retrieve lists of record instances from EMS data models. This makes it possible to develop REST API consumers adapted to Your specific knowledge model(s) and ingest EMS data from the knowledge model(s) into Your other platforms. Use of Intelligence API is subject to the provisions of the Celonis API Fair Use Policy located at www.celonis.com\terms-and-conditions.
CELONIS EMS CONNECTOR FOR POWER BI	○	●	●	●	●	○	The Celonis EMS Connector for Power BI is an addition to Power BI that allows You to natively connect Power BI to Your Celonis EMS instance as You would connect, for example, to a SQL-based database. The Celonis EMS Connector for Power BI will automatically list all published knowledge models and allow the importing of records that are defined in the knowledge models. You will be able to define records in PQL inside the knowledge models and load them not Power BI, enabling the full PQL experience inside Power BI. The Celonis EMS Connector for Power BI is limited to a maximum of 200.000 rows and 20 columns.

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