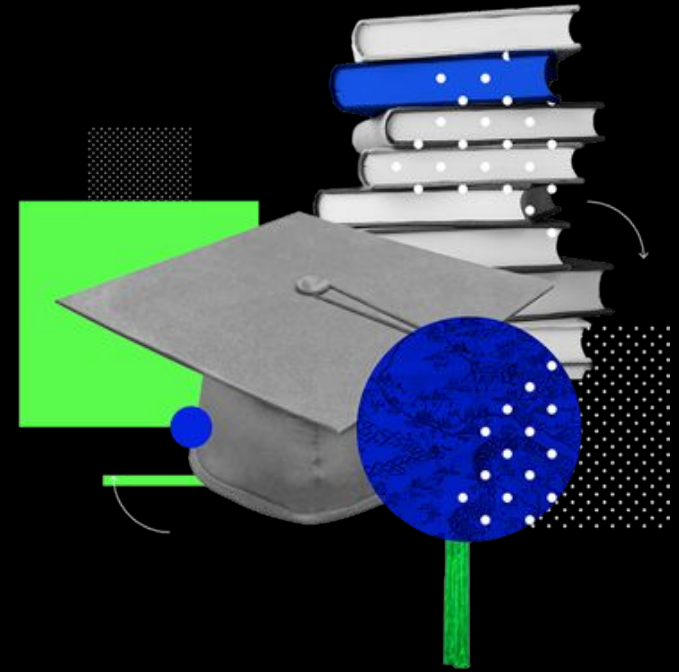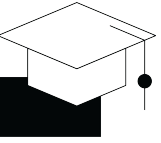# celonis
Academy

Celonis Academy

Partner Training Overview

Online Training

Instructor-Led Training

Agenda

01 [Celonis Academy Overview](#)
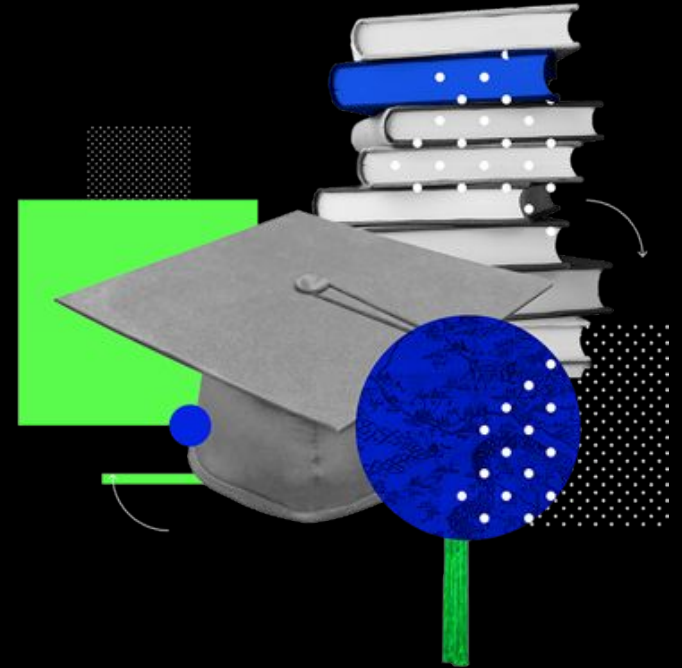
02 [Online Training Overview](#)

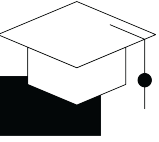**03** [Online Training Tracks](#)

04 [Instructor-Led Training](#)

05 [Information Material](#)

01
Celonis Academy Overview

Why Training?

Training ...

- accelerates **time-to-adoption**
- improves **scalability**
- increases **bottom-line revenue**
- ensures **user engagement** and **satisfaction**
- reduces **support costs**
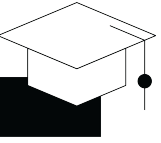
SIEMENS

" Training should definitely be an integral part of any roll-out. When we kick off projects, people must complete the Kickstarter Training.

Daniel Ryl

Customer since 2011
Diverse Use Cases
7K Active Users in 2020

Meet Celonis Academy

150,000+ Learners
Join the ride and become a part of our rapidly growing community!

Unlimited Users
Use our training to scale adoption rapidly.

4 Awards
Brandon Hall Excellence Awards: 2022 & 2021 Gold, 2020 Bronze for Customer Training Program.
2022 Bronze for Celonis MasterClass.

16+ Training Tracks
Our Training Tracks are modular and goal-based, so you get to what you need fast.

4.5 Rating
Customers rate our courses with 4.5 out of 5 stars.

Fast Sign-Up
Get started within 5 minutes.

24/7 Availability
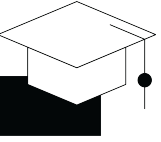Wherever you are - Celonis EMS Online Training is available for you around the clock.

0 Fees
Our EMS Online Training is free of charge - for everyone.

95K Issued Badges
Earn your verified Celonis Digital Badge

Training Delivery Channels

Online Training

Instructor-Led Training

|	Online Training	Instructor-Led Training
Delivery type	Online, self-service	Instructor-Led Training
Availability	User-based	Private Training
Fee metric	Free	Fee per course (up to 10 participants)
Dates	Anytime	Individual Date
Locations	Access from everywhere	At your location or remote
Registration	Sign up through our new registration page	Request a quote from your sales manager

Academy Training Platform

How to: Registration

https://academy.celonis.com/

Fill in your personal data.

*I'm a
Customer
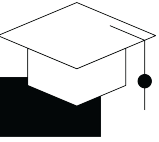
*First Name

*Last Name

*Email
you@example.com
Please provide your Business Email

*Confirm Email
you@example.com

*Company

*Country
Please select country

How to: Platform Navigation

https://academy.celonis.com/

How to use the new platform

1:02

Celonis Digital Badges

Every day on the Celonis Academy, learners like you put in the work and make great achievements - and we want you to share them with the world!

To celebrate your successes, we partner with Credly to grant you a digital version of your credentials containing verified metadata that outlines your unique qualifications and the process required to earn them.

So what types of badge can you earn?
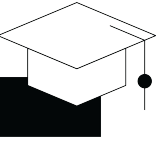
Learning Badges
Awarded when you complete a learning milestone, such as a training track.

Certified Badges
Awarded when you successfully complete one of our Certification Exams!

Expert Badges
Awarded to the super users who complete all the Certification Exams in a given category.

Want to know more about digital badges? Visit our dedicated web page.

02
Online Training
Overview
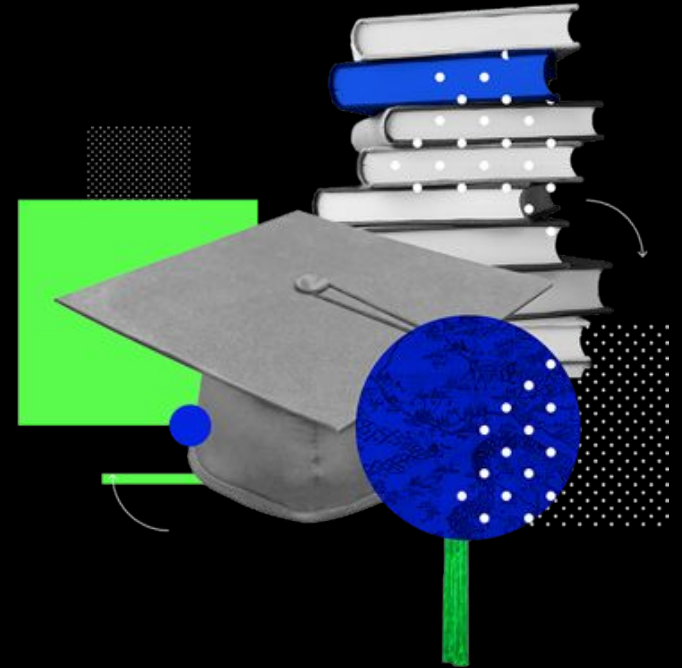
celonis
Academy

Partner Online Training
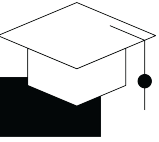
Available Training

We offer training tracks aligned to business goals you want to achieve with Celonis:

- Welcome Kit
- Solution Creation Fundamentals
- Go-To-Market Fundamentals
- Project Delivery Fundamentals
- Position and Promote Solutions
- Identify and Drive Opportunities
- Prove Celonis Value
- Create and Deliver Demos
- Manage Implementation Projects
- Deliver Business Value with Celonis
- Manage Change and Scale Adoption
- Review and Interpret Analyses
- Build Knowledge Models and Views
- Build Action Flows
- Build Analyses
- Write PQL Queries
- Get Data into the EMS
- Celonis for Consulting Fast Track

All courses in tracks are available standalone along with numerous other courses.

Advantages

- Stay up-to-date and learn about new features, functions, use cases and go-to-market best practices.

- Speed up and facilitate onboarding of new colleagues.

- Be flexible – eliminate time and costs for training organization and travels.

- Take virtual, interactive tours in the software for highest training efficiency.

- Obtain official Celonis Digital Badges to verify your achievements.

Access

Sign up through our registration page or your productive Celonis Team.

03
Online Training
Tracks

Partner Enablement Program

Level 05
Community
Engagement

Level 04
Hands-on Training
Through case study

Level 03
Goal-Based Training
Tracks & Certifi. Exams

Level 02
Engagement
Fundamentals

Level 01
General onboarding
to inspire interest

Community Programs

MasterClass Program

Create
**Solution Creation
Expert**

Market
**Value Assessment
Expert**

Market/Deliver
EMS Technical Expert

Deliver
Value Realization Expert

**Celonis for
Consulting
Fast Track**

Goal-Based Training Tracks and Certification Exams

Solution Creation
Fundamentals

Go-to-Market Fundamentals

Project Delivery Fundamentals

Welcome Kit

**Continuous
enablement**

Topic-based
specializations
for further
enablement

Machine Learning

Task Mining

Private Cloud
Deployment

EOS Features

Train the Trainer
Program

Best Practice
Sessions

Product
Enablement

Online Learning Journey
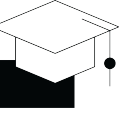
01
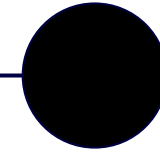
Find out who we are

— Regardless of who you are or what you want to do, complete our Level 1 Welcome Kit training track.

— Here you'll discover who we are, what we do and how you can get involved.

Online Learning Journey
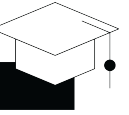
02

Learn more about your area of interest

— Select which engagement area you're intrigued by: Create, Market or Deliver.

— Complete the relevant **Level 2 Engagement Fundamentals** track.

— If you/your organization hasn't yet decided how you will collaborate with Celonis, feel free to explore more than one Fundamentals track!

Online Learning Journey

03

Train further as you need

— **If you're a manager**: start planning your Celonis project resourcing. Review the tasks that need to be accomplished and the roles and skill sets within your team. Then assign our Level 3 Goal-Based training accordingly.

— **If you're a project team member:** progress to our **Level 3 Goal-Based** training tracks. There's a lot to choose from here but you only need to complete the training and corresponding Certification Exams for the goals you will be responsible for.

Look at your tasks within the project team, and select the goal-based track that will equip you to accomplish these.

Online Learning Journey
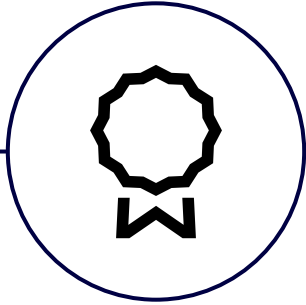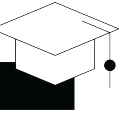
Become a Celonis Expert

— **If you're a Celonis super-user,** a core project team member working on many Celonis projects and/or in an end-to-end capacity, consider becoming a Celonis Expert!

— Do this by completing all the **Level 3 Goal-Based training** tracks and certifications that you need to claim the Expert badge in your area.

celonis

EXPERT BADGE

Certification

Intermediate

Beyond the core online Enablement Program
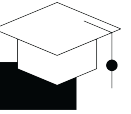
Level 04 MasterClass

Become a Celonis Master!

If you want to become the single source of value for your customers, join the Celonis MasterClass. Here, you'll work on a real-world case study to practice your skills and get feedback from our expert Celonauts.

Level 05 Community Programs

Join the MasterClass Community (coming soon)!

Become part of the Masterclass Community to share and exchange your experiences on the field and learn more about Celonis EMS through dedicated sessions.

Continuous Enablement

Never stop learning

We have tons more topics for you to dive into with standalone courses, additional training tracks, videos and other microlearning assets.

— Deep-dive webinars
— Microlearning videos and other to-go learning bites
— Standalone courses
— Laser focus training tracks
— Train the Trainer programs

Plus the **Celonis for Consulting Fast Track**... jump to the end of this section to find out more about this training
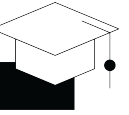
Level 1:
Welcome Kit

Get Started
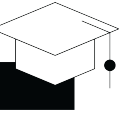
Welcome Kit
(~ 1.5 hr)

Welcome to Celonis

Discover the Celonis Execution Management System

Partnering with Celonis

Partner Enablement Program

Tools & Resources

Typical Roles
- Anyone interested in Celonis and a potential partnership

— **Get to know** Celonis and what we do to help businesses.

— **Learn** the fundamentals of Process Mining and the Celonis Execution Management System.

— **Gain hands-on experience** with Celonis Analyses, Apps, and Action Flows.

— **Understand** the Celonis Partner Program and our different collaboration motions.

— **Identify** the right Training Track(s) for you within our partner enablement program.

— **Become familiar** with the tools & resources available to facilitate our collaboration.

Start Now
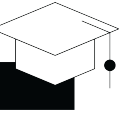
Level 2: Engagement Fundamentals

Training Track: Solution Creation Fundamentals

Learning Goals:

— Understand EMS blueprint and the types of Celonis solution you can build.

— Identify use cases for Celonis solutions.

— Differentiate the available Go-To-Market motions to monetize your Celonis solutions.

— Apply the Celonis Solution Development lifecycle.

— Leverage self-help resources.

— Pursue next steps to build your Celonis solution.

Start Now

Duration

~ 0.75 hour

Typical Roles

- (Senior) Manager
- Managing Director
- Single-Point-of-Contact (SPOC)
- Celonis Relationship Owner
- CoE Lead/Member
- Industry Leads
- App Developer
- Solution Architect
- Business/Solution owner
- Customer value architect
- Process mining consultant

Training Track: Go-To-Market Fundamentals

Learning Goals:

— Explain the value proposition of partnering with Celonis in the Market area.

— Identify use cases and opportunities to incorporate Celonis into your team's offerings.

— Identify the best Ecosystem GTM motion for your purposes.

— Leverage self-service and community support channels.

— Manage and track opportunity progress/status in the Partner Portal.

— Explain and follow the Proof project process(es) to showcase Celonis value.

Start Now

Duration

~ 2.25 hours

Typical Roles

- (Senior) Manager
- Managing Director
- Single-Point-of- Contact (SPOC)
- Celonis Relationship Owner
- CoE Lead/Member
- Industry Leads
- Functional Consultant
- Process Analyst
- Process Mining Consultant
- Celonis Expert
- Account Manager

Training Track: Project Delivery Fundamentals

Learning Goals:

— Understand EMS blueprint and use case for each functionality.

— Apply the Celonis Project Delivery Methodology.

— Manage project delivery responsibility-split across Celonis project teams.

— Comprehend the Celonis Path to Value

— Leverage self-help resources as well as success packages.

— Register engagements & manage partner score using the Partner Portal.

Start Now

Duration

~ 2 hours

Typical Roles

- (Senior) Manager
- Managing Director
- Single-Point-of- Contact (SPOC)
- Celonis Relationship Owner
- CoE Lead/Member
- Industry Leads
- Process Mining Consultant
- Project Manager
- Business Analyst
- Data Analyst & Engineer
- Change Management Lead

Level 3: Goal-Based Training Tracks & Certification Exams

Level 3: Goal-Based Training Tracks & Certification Exams

Create **Solution Creation Expert**	Market **Value Assessment Expert**	Market/Deliver **EMS Technical Expert**	Deliver **Value Realization Expert**

Focus: Celonis Product

		Build Analyses	Build Action Flows	Write PQL Queries	
		Build Knowledge Models & Views	Review & Interpret Analyses[1]	Get Data into the EMS	

Focus: Celonis Value

Position & Promote Solutions[1]	Identify & Drive Opportunities	Prove Celonis Value	Create & Deliver Demos	Manage Implementation Projects	Deliver Business Value	Manage Change & Scale Adoption

Level 03
Goal-Based Training Tracks & Certification Exams

Solution Creation Fundamentals	Go-to-Market Fundamentals	Project Delivery Fundamentals

Level 02
Engagement Fundamentals

Welcome Kit

Level 01
General onboarding to inspire interest

1 No Certification Exam is provided for required for this Goal-Based Track

Training Track: Position and Promote Solutions

Category: Create x Value

Learning Goals:

— Plan your Marketplace application

— Identify what pricing strategies/motions are available for a given solution type

— Collaborate with Celonis to market your solution

— Create marketing materials to help you promote your solutions

— Publish your solution on the Celonis Marketplace

— Leverage Accelerator Packages to maximize the impact of your solution

Start Now

Training Track: Identify and Drive Opportunities

Category: Market x Value

Learning Goals:

— Identify opportunities to position Celonis based on your unique Celonis value proposition.

— Generate leads according to most promising opportunities.

— Outline a campaign along the customer journey to generate leads.

— Convert leads into opportunities by holding successful first conversations with customers.

— Identify the best proof project methodology for the opportunity and initiate this project.

— Register and track opportunities in the Partner Portal.

Start Now

Duration

Track	Exam
~ 1.5 hours	**45 mins**

Typical Roles

- Functional Consultant, Process Analyst, Process Mining Consultant
- Celonis Expert/Celonis Relationship Owner/CoE Lead, Account Manager

Celonis Service

- Celonis Value Calculator

Training Track: Prove Celonis Value
Category: Market x Value

Learning Goals:

— Explain the Celonis Path to Value

— Identify the appropriate proof project methodology for the prospect.

— Conduct successful Value Assessment and Proof-of-Value projects, including coordinating the proof project team, organizing and delivering the relevant workshops.

— Handle key common questions and objections from customers.

— Frame value on Proof of Value and Value Assessment projects.

— Deliver winning final business cases to executives to close deals.

Recommended Prerequisite Tracks:

→ Review and Interpret Analyses

[**Start Now**]

Recommended Skills

Business ● ● ● ● ●

Analytical ● ● ○ ○ ○

Technical ● ○ ○ ○ ○

Duration

Track		Exam
~ **5–7** hours	|	**40 mins**

Typical Roles

• Functional Consultant, Process Analyst, Process Mining Consultant
• Celonis Expert/Celonis Relationship Owner/CoE Lead, Use Case Lead

Celonis Service

• N/A

Training Track: Create and Deliver Demos

Category: Market / Deliver x Value

Learning Goals:

— Design, plan and structure a demo around a clear value-focused story with the customer's use cases at its centre.

— Deliver a business value oriented demo adapting your presentation to the audience at hand.

— Locate, deploy and tailor relevant demos in the TryCelonis platform.

— Determine when to use the Demo Gallery.

— Build custom demos in the Demo Generator Tool.

— Tailor product demos by configuring tables, charts, single KPIs, selections, and design components.

Recommended Prerequisite Tracks:

→ Review and Interpret Analyses

Start Now

Training Track: Review and Interpret Analyses

Category: Market / Deliver x Product

Learning Goals:

— Conceptualize your process in terms of activities and cases.

— Use the Variant Explorer for an overview of all the ways the process is flowing.

— Use the Process Explorer to quickly identify undesired activities and see how cases are flowing into and out of individual activities.

— Interact with charts and tables to verify your assumptions about how the process is performing and to focus on attributes of cases reflecting inefficiency.

— Leverage Selection Views to filter on cases.

— Use the Case Explorer to inspect individual cases.

— Get automated insights with the Conformance checker and explore possible root causes of inefficiencies.

— Save an analysis selection for future reference and share it with your team; export visualizations and process data.

Start Now

Training Track: Build Analyses

Category: Create / Market / Deliver x Product

Learning Goals:

— Create the Analysis asset and publish it using best practices in version control.

— Become familiar with Analysis Settings and Permissions.

— Configure charts and tables with dimensions and KPIs; configure Single KPIs.

— Configure Selection components such dropdowns and date pickers.

— Use Design components (lines, images, logo) to enhance the the analysis UI.

— Use Standard Process KPIs and further enhance them using the Visual Editor.

— Create custom KPIs using the formula builder in the Visual Editor.

— Configure a Conformance checker sheet.

— Create static background filters at analysis-, sheet-, and component-level.

— Create benchmarking sheets to compare attributes side-by-side.

— Configure interactive, dynamic drilldown tables that hold several dimensions and display one at a time based on user's selection by using variables.

Start Now

Recommended Skills

Business ● ● ● ○ ○

Analytical ● ● ● ● ●

Technical ● ● ○ ○ ○

Duration

Track | Exam

~ **5** hours | **40 mins**

Typical Roles

- Business Apps Builder, Business Analyst, Data Analyst
- Technical / Solution Architect/Consultant, App / Solution / Asset Developer
- Optional: CoE Leads, Celonis Relationship Owner

Celonis Service

- Studio: Analysis

Training Track: Write PQL Queries

Category: Create / Market / Deliver x Product

Learning Goals:

— Get to know PQL and how to work with it in the code editor.

— Become familiar with a standard set of PQL operators.

— Understand joins and their effect on your queries

— Use filters to zoom into specific parts of your data

— Get to know use cases that can only be solved with PQL's PU-functions.

— Apply PU-functions and domain tables where necessary

Recommended Prerequisite Track:

→ Build Analyses OR Build Knowledge Models & Views OR Build Action Flows

Start Now

Recommended Skills

Business ● ● ● ○ ○

Analytical ● ● ● ● ●

Technical ● ● ● ● ○

Duration

Track | Exam

~ 5.25 hours | **45 mins**

Typical Roles

• Business Apps Builder, Business Analyst, Data Analyst
• Technical / Solution Architect/Consultant, App / Solution / Asset Developer

Celonis Service

• Studio

Training Track: Build Knowledge Models and Views

Category: Create / Market / Deliver x Product

Learning Goals:

— Navigate the Celonis Studio.

— Create Spaces and Packages in Studio.

— Review Space and Package permissions.

— Explain the relationship between Knowledge Models and Views.

— Discuss various Knowledge Objects in Knowledge Models.

— Choose relevant components in Views.

— Apply YAML and Visual Editors to build basic Views and Knowledge Models.

Start Now

Training Track: Build Action Flows

Category: Create / Market / Deliver x Product

Learning Goals:

— Create a Space and Package to house the Action Flow Asset.

— Identify use cases for Action Flows.

— Explain the set up of an Action Flow.

— Construct a basic Action Flow.

— Run Action Flows and interpret outputs.

— Schedule Action Flows.

— Identify the need for HTTP modules in Action Flows.

— Send HTTP requests in Action Flows.

— Trigger Action Flows using a Webhook module.

Start Now

Training Track: Get Data into the EMS

Category: Create / Market / Deliver x Product

Learning Goals:

— Connect to systems.

— Extract data.

— Transform data.

— Set up and load a data model.

— Schedule regular data loads.

— Monitor and validate data.

— Apply SQL performance best practices.

Start Now

Training Track: Manage Implementation Projects
Category: Deliver x Value

Learning Goals:

— Scope and plan Celonis implementation project.

— Guide customer through implementation project.

— Organize team resources and collaborate appropriately with Celonis to deliver successful Celonis EMS implementation project.

— Frame value by identifying and qualifying execution gaps.

— Use Celonis to derive the root causes of execution gaps and to quantify the business impact of resolving them.

— Conduct a user mapping and enable users accordingly.

Recommended Prerequisite Tracks:

→ Review and Interpret Analyses

Start Now

Recommended Skills

Business ● ● ● ● ○

Analytical ● ● ● ● ○

Technical ● ○ ○ ○ ○

Duration
Track | Exam

~ 2.5-4.5 hours | **40 mins**

Typical Roles

• Project Manager, Process Mining Consultant, Functional Consultant

Celonis Service

• N/A

Training Track: Deliver Business Value with Celonis

Category: Deliver x Value

Learning Goals:

— Frame value by identifying and qualifying improvement opportunities.

— Use Celonis to derive the root causes of improvement opportunities and to quantify the business impact of resolving them.

— Develop an action plan for relevant improvement actions.

— Monitor realized value and adoption and communicate successes.

Recommended Prerequisite Track:

→ Review and Interpret Analyses

Start Now

Recommended Skills

Business ● ● ● ● ●

Analytical ● ● ● ● ●

Technical ● ○ ○ ○ ○

Duration

Track		Exam
~ **2-4** hours		**40 mins**

Typical Roles

• Process Improvement Specialist, Business Process Owner,
• Process Mining /Functional Consultant, Project Manager, Business Analyst, Data Analyst,
• Change Management Lead

Celonis Service

• Apps: Analysis (Process Analytics)

Training Track: Manage Change and Scale Adoption

Category: Deliver x Value

Learning Goals:

— Design a Center of Excellence (CoE).

— Build a communication plan to support smooth change management.

— Map relevant users and enable them on a targeted basis.

— Monitor realized value and adoption and communicate successes.

Start Now

Duration

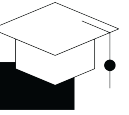| Track		Exam
~ 2.75 hours		**40 mins**

Typical Roles

- Process Improvement Specialist, Business Process Owner, Process Mining /Functional Consultant
- Project Manager, Business Analyst, Data Analyst, Change Management Lead, CoE Lead

Celonis Service

- N/A

Partner Level 3 Goal-Based Training Tracks: How to read me

Mix & match! Choose one or multiple tracks, depending on the goals you will be responsible for in your Celonis projects. Avoid assigning an entire category to a single team member unless they truly need all competencies.

Stand or grab a chair?
The track duration estimate includes time for hands-on exercises.

Exam duration shows the number of minutes you'll be allowed to answer the questions.

Categories	Track Name	Track Duration (~hrs)	Exam Duration (mins)	Prior Skills			Availability in languages other than English				
				Business	Analytical	Technical	DE	FR	JA	SP	PT
Market x Value	**Identify & Drive Opportunities**	1.5	45	●●●●●	●●○○○	○○○○○		✔	✔	✔	
	Prove Celonis Value	5-7	40	●●●●●	●●○○○	●○○○○		✔	✔	✔	
Market / Deliver x Value	**Create and Deliver Demos**	4.75	40	●●●●○	●●●●○	●●○○○			✔		
	…	…		○○○○○	○○○○○	○○○○○					

What's in a name?
Descriptive track names allow you to match tracks to team member goals.

Are you ready to go?
Check the skills you need to get value out of the track.

Learn in your native tongue!

Many tracks are fully translated, others partially, and there's more in the works!

To see our localization progress in full click here.

Categories	Track Name	Track Duration (~hrs)	Exam Duration (mins)	Prior Skills			Availability in languages other than English				
				Business	Analytical	Technical	DE	FR	JA	SP	PT
Create x Value	**Position and Promote Solutions**	0.75	NA	●●●●●	●●○○○	○○○○○			✔		
Market x Value	**Identify and Drive Opportunities**	1.5	45	●●●●●	●●○○○	○○○○○		✔	✔	✔	
	Prove Celonis Value	5–7	45	●●●●●	●●○○○	●○○○○	Partial	✔	✔	✔	
Market / Deliver x Value	**Create and Deliver Demos**	4.75	40	●●●●○	●●●●○	●●○○○	Partial	Partial	✔	Partial	
Product	**Review and Interpret Analyses**	2.25	NA	●●●●●	●●○○○	●○○○○	✔	✔	✔	✔	Coming Soon
	Build Analyses	5	40	●●●○○	●●●●●	●●○○○	✔	✔	✔	✔	
	Build Action Flows	6	40	●●●○○	●●●●●	●●○○○	Partial	Partial	Partial	Partial	
	Build Knowledge Models and Views	4.25	40	●●●○○	●●●●●	●●●○○					
	Write PQL Queries	5.25	45	●●●○○	●●●●●	●●●●○	✔	✔	✔	✔	Partial
	Get Data into the EMS	8.25	50	●○○○○	●●●○○	●●●●○	Coming Soon	Coming Soon	Coming Soon	Coming Soon	
Deliver x Value	**Manage Implementation Projects**	2.5–4.5	40	●●●●○	●●●●○	●○○○○	Partial	Partial	✔	Partial	
	Deliver Business Value with Celonis	2–4	40	●●●●●	●●●●●	●○○○○	✔	✔	✔	✔	
	Manage Change and Scale Adoption	2.75	40	●●●●●	●●●○○	○○○○○	✔	✔	✔	✔	
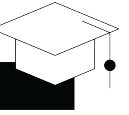
Level 3: Expert Badges

Expert Badge: Solution Creation Expert

SOLUTION CREATION EXPERT

Certification

Intermediate
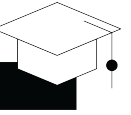
Profile:

The Solution Creation Expert independently and successfully executes the full end-to-end solution development lifecycle. This includes:

— Getting data into the EMS

— Building Analyses

— Build Knowledge Models and Views

— Positioning and promoting solutions

CERTIFIED TO GET DATA INTO THE EMS

Certification
Intermediate

CERTIFIED TO BUILD ANALYSES

Certification
Intermediate

CERTIFIED TO BUILD KNOWLEDGE MODELS & VIEWS

Certification
Intermediate

POSITION AND PROMOTE SOLUTIONS

Learning
Intermediate
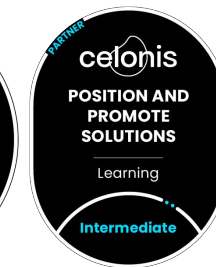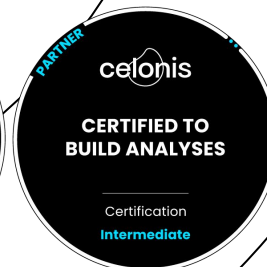
Check on Your Progress Towards This Expert Badge Now

Expert Badge: Value Assessment Expert
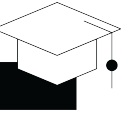
Profile:

The Value Assessment Expert successfully performs all business-focused tasks within the end-to-end sales process. This includes:

— Identifying and driving opportunities
— Proving Celonis value
— Creating and delivering demos

Time investment: 20.5 hours (including all L1-3 trainings and exams)

Check on Your Progress Towards This Expert Badge Now

celonis

VALUE ASSESSMENT EXPERT

Certification

Intermediate

celonis

CERTIFIED TO IDENTIFY & DRIVE OPPORTUNITIES

Certification
Intermediate

celonis

CERTIFIED TO PROVE CELONIS VALUE

Certification
Intermediate

celonis

CERTIFIED TO CREATE AND DELIVER DEMOS

Certification
Intermediate

Expert Badge: EMS Technical Expert

EMS TECHNICAL EXPERT

Certification

Intermediate
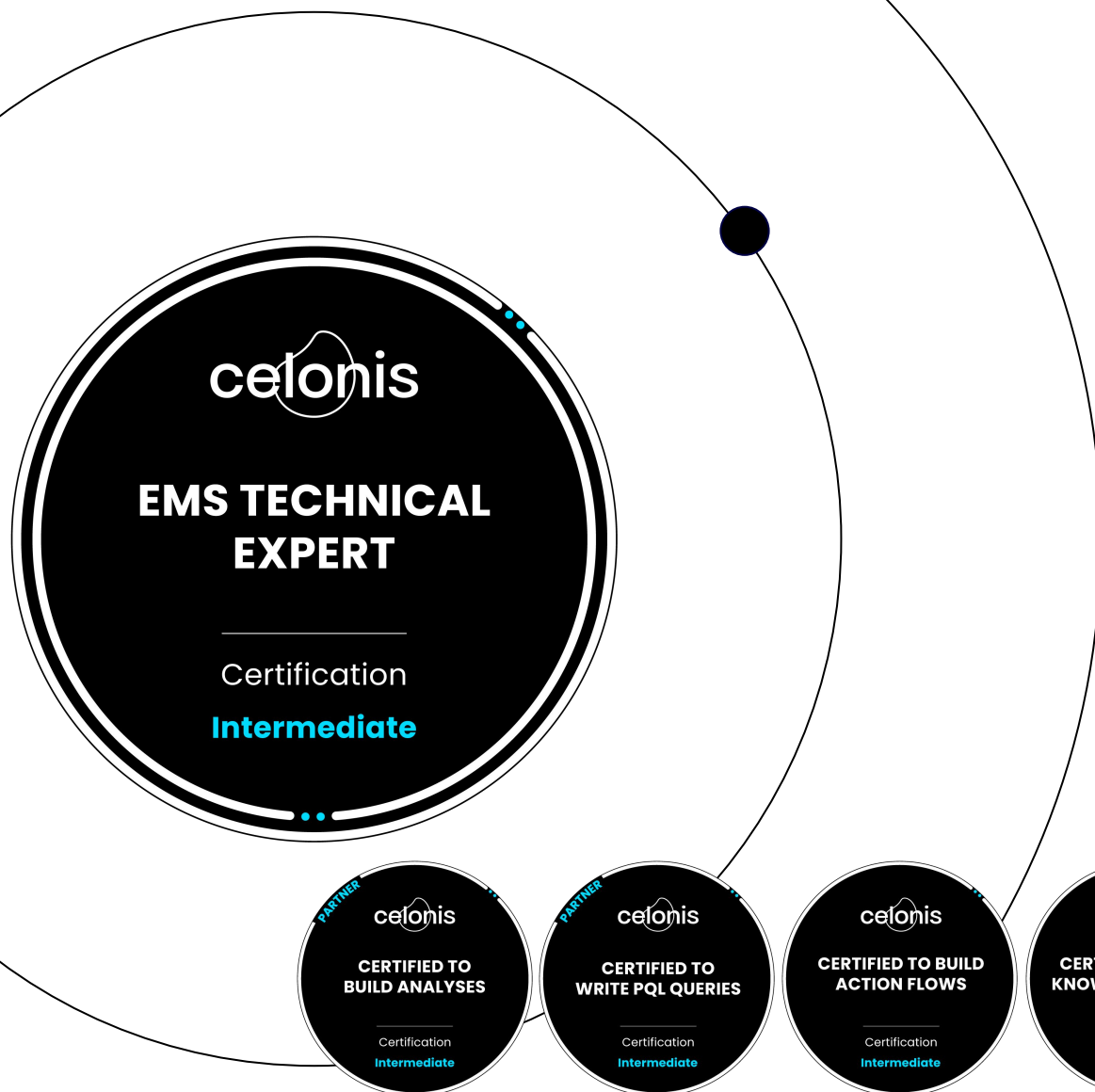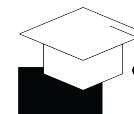
Profile:

The EMS Technical Expert successfully performs all product-focused tasks within end-to-end Celonis projects. This includes:

— Building Analyses

— Writing PQL Queries

— Building Action Flows

— Building Knowledge Models and Views

— Getting data into the EMS

Time investment: 38 hours (including all L1-3 trainings and exams)

CERTIFIED TO BUILD ANALYSES — Certification — Intermediate

CERTIFIED TO WRITE PQL QUERIES — Certification — Intermediate

CERTIFIED TO BUILD ACTION FLOWS — Certification — Intermediate

CERTIFIED TO BUILD KNOWLEDGE MODELS & VIEWS — Certification — Intermediate

CERTIFIED TO GET DATA INTO THE EMS — Certification — Intermediate

Check on Your Progress Towards This Expert Badge Now

Expert: Value Realization Expert

Profile:

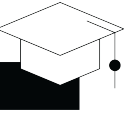The Value Realization Expert successfully performs all business-focused tasks to realize and scale value within the end-to-end implementation project and beyond. This includes:

- Managing implementation projects
- Creating and delivering demos
- Delivering business value with Celonis
- Managing change and scaling adoption

Time investment: 20.5 hours (including all L1-3 trainings and exams)

Check on Your Progress Towards This Expert Badge Now

celonis

VALUE REALIZATION EXPERT

Certification

Intermediate

celonis
CERTIFIED TO MANAGE IMPLEMENTATION PROJECTS
Certification
Intermediate

celonis
CERTIFIED TO CREATE AND DELIVER DEMOS
Certification
Intermediate

celonis
CERTIFIED TO DELIVER BUSINESS VALUE
Certification
Intermediate

celonis
CERTIFIED TO MANAGE CHANGE & SCALE ADOPTION
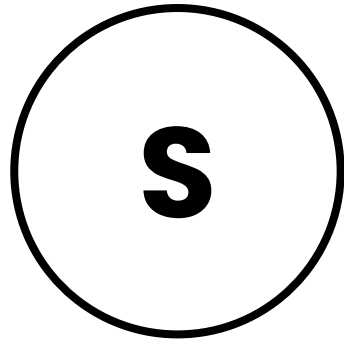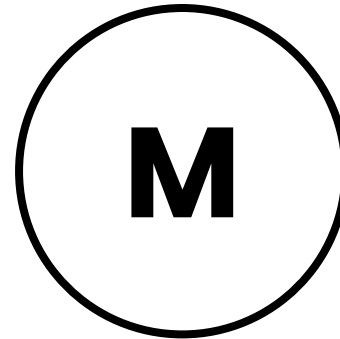Certification
Intermediate

Purchase our Volume-Based Exam Bundles

Reach out to your dedicated Partner Manager or Ecosystem Value Manager for more information
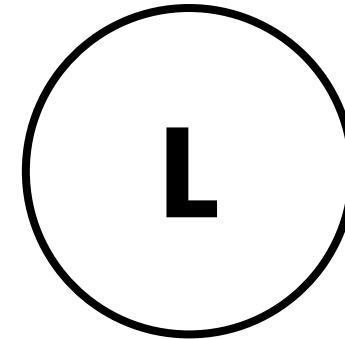
Benefit from attractive discounts
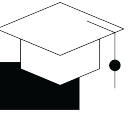
S

Price: $3,150
buy 25 for the price of 21
Discount: $600
(15% discount)

M

Price: $6,000
buy 50 for the price of 40
Discount: $1,500
(20% discount)

L

Price: $11,250
buy 100 for the price of 75
Discount: $3,750
(25% discount)

Cost to achieve Expert Badges

Purchase Celonis Expert Badge Bundles through the Academy

celonis
SOLUTION CREATION EXPERT
Certification
Intermediate

celonis
VALUE ASSESSMENT EXPERT
Certification
Intermediate

celonis
EMS TECHNICAL EXPERT
Certification
Intermediate

celonis
VALUE REALIZATION EXPERT
Certification
Intermediate

$450

$450

$750

$600

$380 if purchased via Solution Creation Expert Bundle
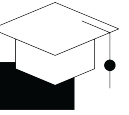
$380 if purchased via Value Assessment Expert Bundle

$635 if purchased via EMS Technical Expert Bundle

$510 if purchased via Value Realization Expert Bundle

Celonis for Consulting Training

Training Track: Celonis for Consulting Fast Track

Your one-stop-shop for all the enablement you need to conduct your first Celonis for Consulting project.

Learning Goals:

— Understand the Celonis for Consulting value proposition.

— Embed Celonis offerings in your consulting portfolio.

— Scope, plan & deliver end-to-end Celonis for Consulting projects.

— Navigate the Celonis for Consulting Hub.

— Request & connect client data to the EMS.

— Build basic analyses in the Celonis EMS.

— Make use of help resources and channels during your project journey.

Start Now

Recommended Skills

Business ● ● ● ● ●

Analytical ● ● ● ● ●

Technical ● ● ○ ○ ○

Duration

~ 3.5 hours

Typical Roles

• Consultants from various areas (Business, external & internal audit, tax, technology)

Celonis Service

• Celonis for Consulting Hub
• Data Integration
• Data Analyses

AcCelorate **Certified Status** Requirements

To hold Certified Status with AcCelorate, the Celonis Partner Program,
your organization must hold at least **6 Expert badges**.

These must include at least 1 Value Assessment Expert, 1 EMS Technical Expert and 1 Value Realization Expert. Your 6 badges must be held across a minimum of 2 people. The minimum time investment from your team to achieve this requirement is **100 hours** (including all training tracks and exams), increasing depending on which Expert badges you choose to achieve.
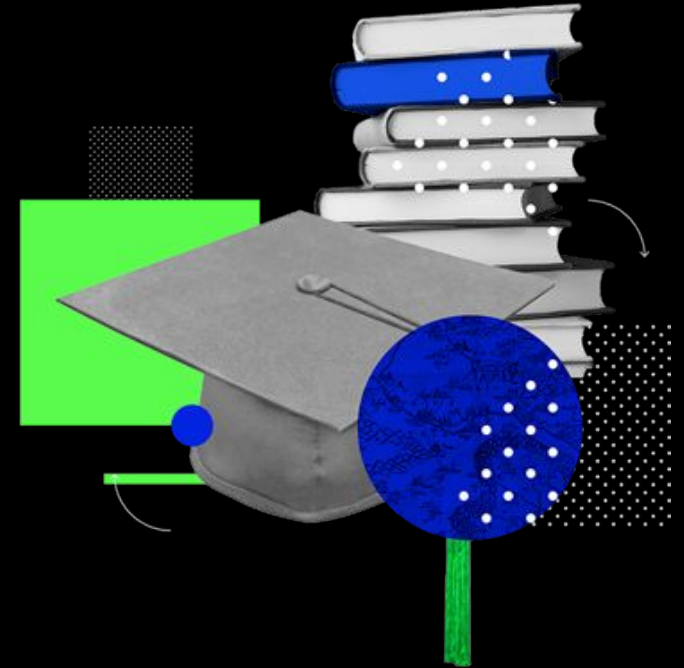

celonis	celonis	celonis	celonis
SOLUTION CREATION EXPERT	**VALUE ASSESSMENT EXPERT**	**EMS TECHNICAL EXPERT**	**VALUE REALIZATION EXPERT**
Certification	Certification	Certification	Certification
Intermediate	Intermediate	Intermediate	Intermediate

No minimum requirement	**At least 1**	**At least 1**	**At least 1**

04
Instructor-Led
Training (ILT)

ILT in Partner Enablement Program

Level 05
Community
Engagement

Level 04
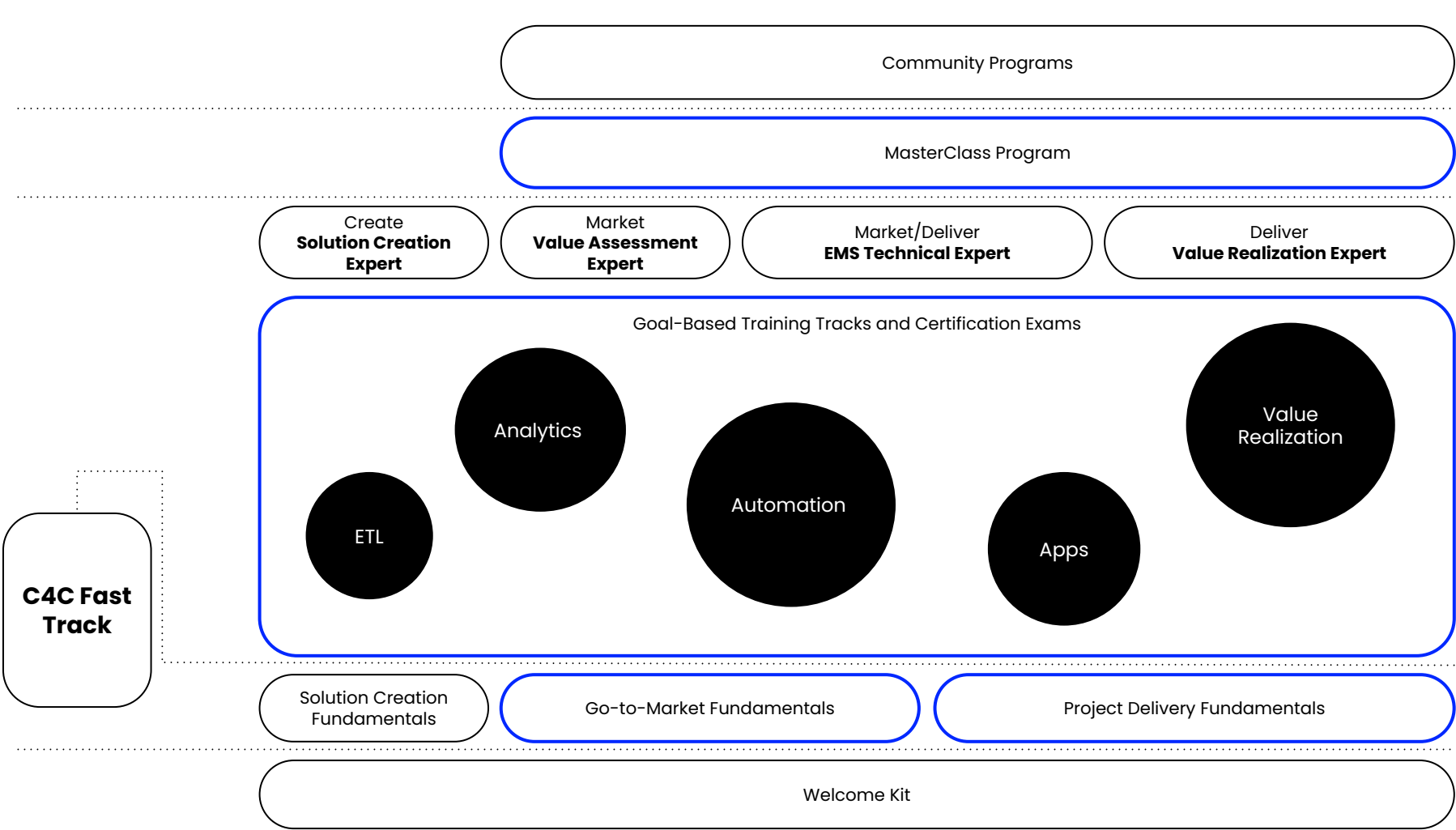Hands-on Training
Through case study

Level 03
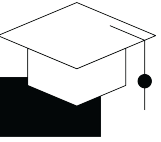Task-Based Training
Tracks & Certifi. Exams

Level 02
Engagement
Fundamentals

Level 01
General onboarding
to inspire interest

Community Programs

MasterClass Program

Create
**Solution Creation
Expert**

Market
**Value Assessment
Expert**

Market/Deliver
EMS Technical Expert

Deliver
Value Realization Expert

Goal-Based Training Tracks and Certification Exams

Analytics

Value
Realization

Automation

ETL

Apps

**C4C Fast
Track**

Solution Creation
Fundamentals

Go-to-Market Fundamentals

Project Delivery Fundamentals

Welcome Kit

Our Academy ILT Team

Munich

Philipp Barthel
Training Specialist,
*Customer &
Partner*

Munich

Christina Adam
Training
Consultant,
Customer

NYC

Sean Chen
Training Specialist,
*Customer &
Partner*

Madrid

**Alberto
Camporesi**
Training Specialist,
Masterclass

Munich

Adrian Joas
Team Lead,
Instructor-led

Tokyo

Mai Sakamoto
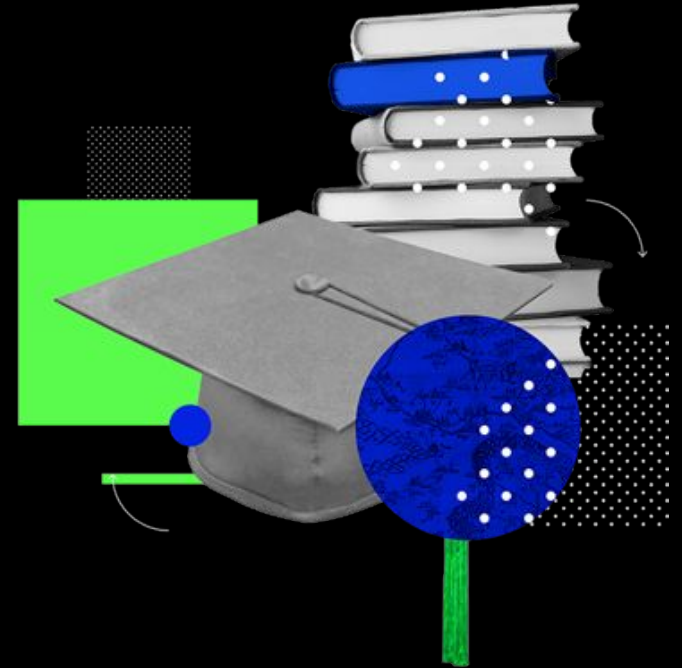Lead Training
Specialist

Raleigh

Antonio Mignacca
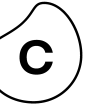Training
Consultant,
Customer

Bangalore

Kunal Banerjee
Senior Training
Consultant,
Partner

05
Information
Material

Partner Enablement Program **Information Kit**

Partner Enablement Program Guide

- Holistic overview of the Celonis Partner Enablement Program with all its levels
- High-level enablement plan for yourself or your team
- Overview of Pricing and discount options
- Overview of training delivery channels including Instructor-led Trainings and Train the Trainer programs

Access

Partner Certification Guide

- Commercial details
- Purchasing how-tos
- Coupon redemption how-to
- Maintenance/ Recertification Process
- Bundles

Access

Enablement Journey Planner

- Interactive tool for building personal enablement plans
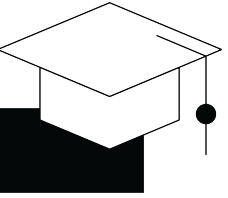- Generates recommendations based on your Celonis goals

Access

Academy Contact

academy@celonis.com

- Reach out to us with questions
- Share with customers

Access

Any Questions?
We look forward to hearing from you!

academy@celonis.com

www.celonis.com/training