

# Optimize working capital. Reduce OpEx. Ensure compliance.

With Celonis.

## This is what optimal finance execution looks like

**\$10M+**

Improvement in working capital



**11%**

Reduction in process costs



**75%**

Reduction in maverick buying



Delivering on these objectives requires good execution. And 100% of good execution lies in your processes.

But most finance organizations are not executing their processes at full capacity – and struggle to achieve optimal use of cash.

Why? Finance processes are forced to run across a rigid and fragmented technology landscape. The result is billions of dollars' worth of corporate inefficiencies.

To eliminate those inefficiencies, finance leaders need to find the gaps in their processes and fix them.

Enter **Process Mining**.

## How Celonis uses Process Mining to drive finance outcomes

Extract data in real-time from multiple data sources ranging from your ERPs to your P2P suites and your Excel spreadsheets to get a living, breathing, moving X-ray of your end-to-end processes.

Benchmark regions, business units, buyers and requisitioners against each other to identify process patterns, gaps and best practices across your business.

Monitor your process conformance against best-practice models and identify inefficiencies, why they're happening and the impact they're having on the business.

Based on machine learning and execution best-practices, Celonis suggests the best steps to eliminate the most impactful gaps and help maximize process performance.

Celonis takes action in a number of ways, both by automating real-time actions across systems, as well as deploying the right people to remove gaps when manual intervention is required.

## Impact these KPIs in weeks

### Working Capital

Days Sales Outstanding



**24.1** days

Top performer  
of DSO

**53** days

Average  
of DSO

### Working Capital

Days Payable Outstanding



**48** days

Average  
of DPO

**74** days

Top performer  
of DSO

### Operating Expenses

Operational Cost of Collections per Customer



**\$8.71**

Top performer  
to execute

**\$42.73**

Average  
to execute

### Compliance

Spend under Management



**47%**

Average  
of their total spend

**75%**

Top performer  
of their total spend



Sysmex saw a **\$10M** cashflow improvement, a **60%** reduction in past due, and improved late payment rates from **61%** to **44%**.



“As a CFO, cash is king... The better the quality of your processes, the better your cash collection and cash management, and the more satisfied your customers are.”

**Alex Garini**, CFO, Sysmex America

## Join the ranks of the best performers

The future belongs to those who are ready to maximize the capacity of their finance processes.

Find out what Celonis can do for you, and join the Fortune 500 companies who are already achieving breakthrough results across the finance department.

[Get in touch now.](#)

