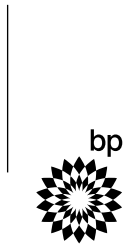


# Drive rapid, sustainable value across your operations.

## Here's what you could achieve

**\$800M**

procurement cost savings



**€55M**

increase in cash flow per month



**\$100M**

savings in material staging times and allocations for maintenance work orders



2022 marked a year of record profits for the Energy industry. But leaders know commodity price surges have no bearing on future success. It's time to secure longer-term value from the things you *can* control: your processes.

Enter the **Celonis** platform.

## What process intelligence can do for you

### Optimize working capital

Accelerate cash flow to boost new investments by automatically accelerating slow-moving inventory and reducing excess based on real-time consumption and replenishment-trend data. We can also help you improve your DPO and DSO.

### Boost productivity

Maximize uptime and efficiency across the board – without adding to your team's workloads. For example, you can automatically identify and resolve root causes like outdated master data, or speed up cycle times with touchless invoices, POs and SOs. You can also run data-driven assessments to spot further automation opportunities for continuous improvement.

### Maximize revenues

Protect your Energy business and its ability to grow. Leverage automation to improve on-time, in-full delivery, and real-time, data-driven credit limits to reduce bad debt. Surface and analyze aging unbilled orders to accelerate invoicing, and increase contract usage by decreasing your procurement spend (while ensuring high spend under management).

### Streamline plant maintenance

Use intelligent prioritization to minimize schedule break-ins. Or reduce waste and unexpected maintenance costs by aligning your master data, material planning, and labor estimates. Manage risk by improving employee safety practices, and avoid costly penalties by driving compliance with EHS, inspection regulations and internal policies.

# How Celonis unlocks high-value improvement opportunities hiding within your processes

## 01 Real-Time Data

We integrate data across your transactional and analytical systems at scale in real time. To make this fast and easy, we have more than 100 pre-built connectors with the most frequently used systems. We offer a low-code, easy-to-use component to build your own data connectors for your home grown systems. We also ingest data from employee system interactions, from sales and finance documents, and from real-time event data streams, to render a holistic view of your business processes.

## 02 Process Intelligence

We apply process mining and machine learning to visualize what's really happening in your processes and surface the digital truth. Then we apply advanced algorithms and machine learning, coupled with our deep industry and process knowledge, to give you recommendations on what to fix and how.

## 03 Targeted Action

Based on those prioritized recommendations, we trigger actions (within the same platform) to make targeted high-value improvements and orchestrate your systems. That may mean automating real-time actions across systems on your behalf, or alerting and deploying the right people to make guided improvements.

## Introducing a new way of working for Energy companies

### Traditionally...

Low-value, repetitive tasks like invoicing, SO and PO processing took hours of manual work (and often rework) to complete. Getting raw materials to job sites on time was a nightmare due to siloed, inflexible warehousing and logistics systems. And increasing workforce productivity? Well, increase it too much and you'd run a high risk of errors and downtime...

### Today...

You can now save hours of manual work by making invoice, sales order and purchase order processes entirely touchless. And by leveraging automation and intelligent prioritization within the Celonis platform, you can maximize uptime while making sure raw materials are high quality and being routed effectively and safely. Root causes of slow productivity can be easily identified with automatic master-data updates. And that's just a snapshot of what process intelligence makes possible.



NESTE



MOLGROUP

**"Celonis helped us to visualize all the differences in our processes and actually gave us a chance to bring them into what we call the happy path."**

**Claire Hourigan**  
Head of Business Process Management and  
the Process Mining Center of Excellence, BP



### Join the ranks of the world's leading Energy firms

Ready to take the next step? Whether you're looking to target upstream, midstream or downstream processes, we can help you capture value across your business, from procurement and order-to-cash to plant maintenance and transportation. Find out more, explore strategies and join the world-leading Energy companies already making big wins with process intelligence.

[Get in touch now.](#)