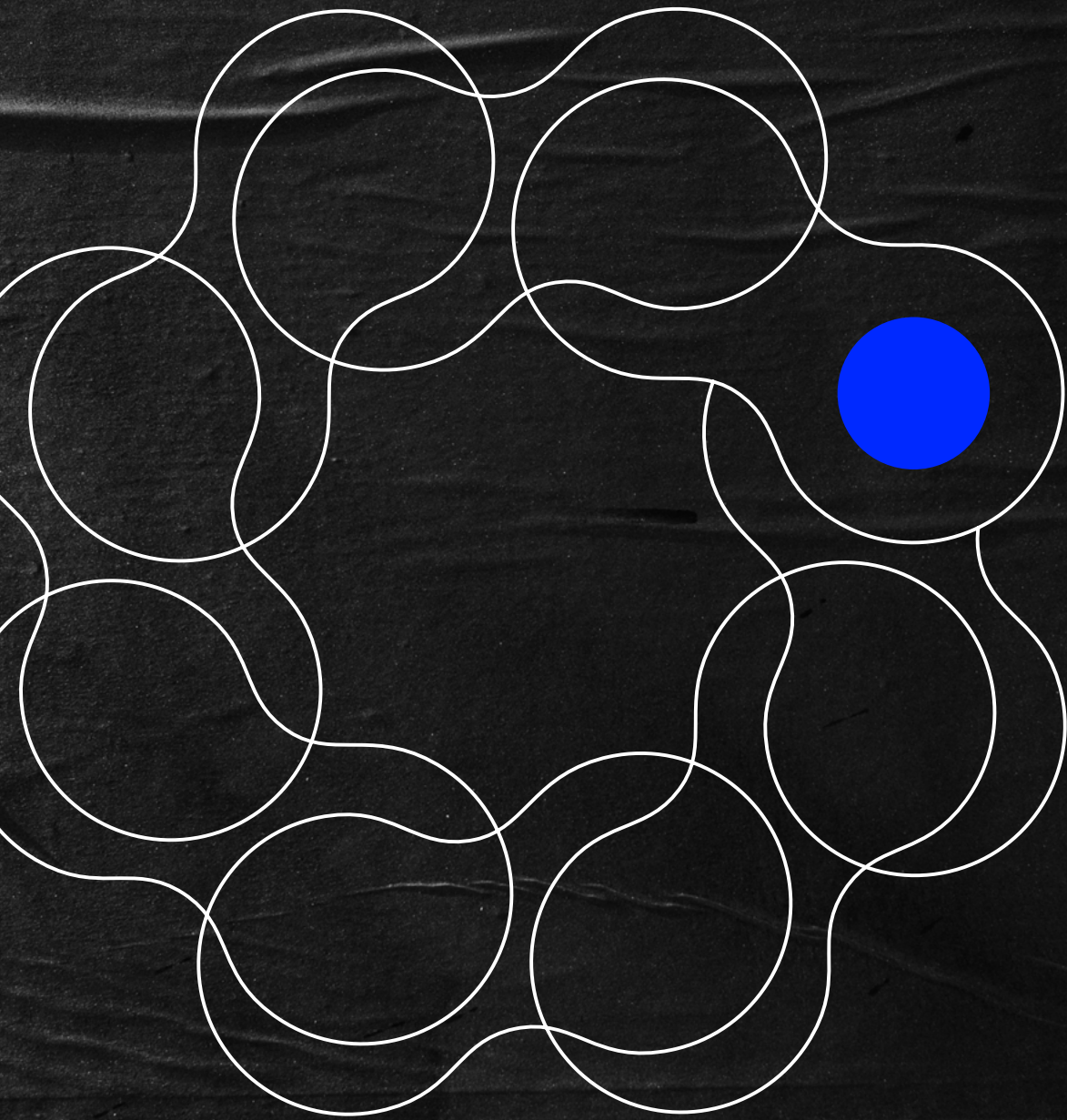# Celonis
for supply chain transformation

Celonis at a glance

- Undisputed market leader in process mining, ranked #1 by all the analysts

- Over 1,350 customers, including some of the largest enterprises in the world

- Thriving ecosystem of over 250 service partners, 25k+ Celonis-certified professionals and 600+ academic partners

- We help some of the world's most iconic organizations to discover value opportunities hidden in their processes, then act on them, fast
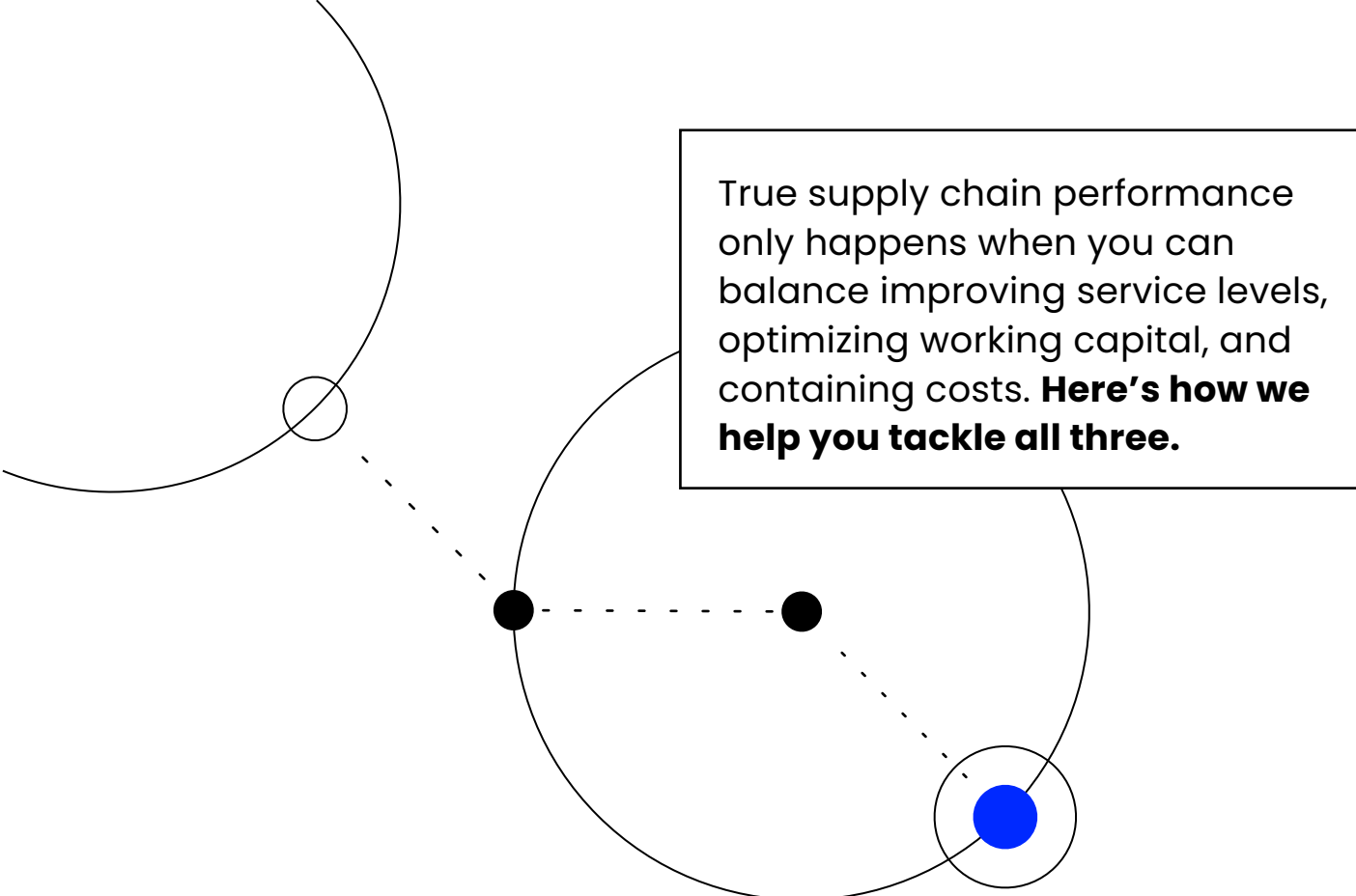
Breaking the blame chain

Everyone knows today's supply chain model isn't meeting today's demands, but transformation efforts only seem to entrench the blame chain — metrics you can't move, a feeling of disempowerment, and a lot of finger pointing. But that's because everyone's looking in the wrong direction.

Supply chains are made of processes, so supply chain problems are process problems. This means to finally break the blame chain and make real progress with your supply chain transformation you need to come at this from an angle nobody's tried yet: process-first.

Celonis is the first solution that allows you to get your supply chain working as one, by fixing the processes that make it run; flexibly layering on top of all the tools you already use — in supply chain and beyond.

In the next couple of pages we're going to see what that could look like for you in practice.

True supply chain performance only happens when you can balance improving service levels, optimizing working capital, and containing costs. **Here's how we help you tackle all three.**

Improve service levels

This one's all about making sure your customers get what they want, when you told them they'd get it. And there are a few ways we can help here.

You've almost certainly got credit and delivery blocks on customers that don't need checking up on — don't worry, everyone does. We can help you find and automatically unblock those blocks to improve your OTIF rates.

And what about tackling stockouts? Using Celonis you can identify alternative sources of stock, and if there truly isn't enough supply to meet demand you can prioritize who gets what based on the business impact it'll have.

You can even improve supplier reliability by operating with realistic lead times to ensure uninterrupted supply. All with intelligent automation, so it's not a load of extra work for your people.

Optimize working capital

In supply chain, when we're talking about cash or about working capital, we're primarily talking about inventory. And there are a couple of ways Celonis can help you here, by accelerating slow moving inventory, and reducing excess inventory.

For the accelerating part, we help you identify and resolve the points in your supply chain where inventory is getting stuck to prevent inventory build up. And for the excess inventory, you can use Celonis to compare your planning parameters to your actual consumption levels and replenishment trends, then update your stocks accordingly.

And because working capital isn't just about inventory, you can also use Celonis to do things like prevent early payments by automatically identifying and resolving payment term mismatches in Procurement.

Contain costs

Right now, containing costs is mission-critical for every department, but in supply chain you need to find a way to do it that doesn't negatively impact service levels or working capital. There are a few ways we can help.

Sometimes that will come in the form of a general reduction in operating costs through the elimination of unnecessary human touches and rework with automation; sometimes it will be from a reduction of things like spot purchasing by using existing freight & logistics contracts to meet demand.

And sometimes it's as simple as minimizing contract leakage by using the out-of-the-box Open Purchase Requisition Processing App.

Celonis in action

Ingram Micro

Problem: Ingram Micro wanted to improve their Order-to-Cash process but had a lot of processes that "were not built by design [but were] built by history".

Solution: By using Celonis, they were able to identify and eliminate an issue where people had to cancel and resubmit an order to get their ID attached to it.

Identifying and fixing this meant both a **15% reduction in order cancellations** and a huge decrease in manual activities.

Global IT distributor

Problem: A Global IT distributor lacked visibility into stalled orders, so the items attached to those orders ended up sitting in inventory, causing excess stock.

Solution: They used Celonis to send a notification to the sales organization to release or cancel these identified aged orders.
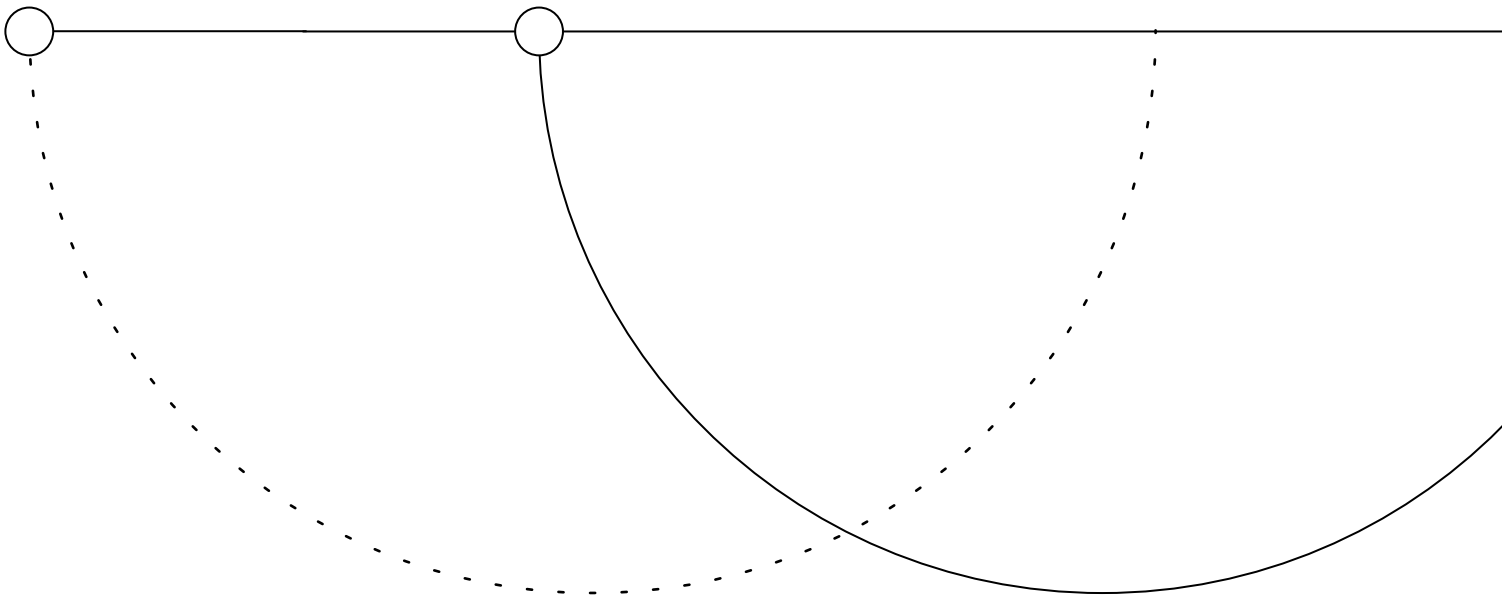
This allowed them to **reduce their excess allocated stock by a massive 75%**.

Multinational CPG company

Problem: A multinational CPG company was finding themselves dealing with spot freight purchasing because of unpredictable promotion-led demand.

Solution: With Celonis, they were able to identify existing contracts with logistics providers that had room to handle unpredictable demand.

By utilizing contracts they already had in place, they reduced spot freight purchasing and **saved $46M in shipping costs**.

READY TO START YOUR PROCESS–LED SUPPLY CHAIN TRANSFORMATION?

Get going with Celonis today.

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