

# THE ERA OF DIGITAL OPPORTUNITY

Celonis

[www.celonis.com](http://www.celonis.com)





# ECONOMIC DRIVERS

## CUSTOMER EXPECTATIONS



INSTANT  
GRATIFICATION



QUALITY EXPERIENCE



TRANSPARENCY AND  
AUTHENTICITY

## PRODUCTIVITY



LABOR RATES ARE  
EQUALIZING



POPULATION  
GROWTH IS  
SLOWING

# THE TRANSFORMATION IMPERATIVE

“

Only 12% of companies in the  
Fortune 500 in 1955  
remain so today.



# CHANGE IS HARD WHEN YOUR ORGANIZATION WORKS IN SILOS.

Isolation causes friction, limits  
collaboration and innovation.





## CHANGE IS HARD BECAUSE METRICS AREN'T ENOUGH.

Metrics reveal what's happening,  
but not what you need to change.



IMAGINE YOUR  
BUSINESS  
TRANSFORMED.

- ✓ EFFICIENT
- ✓ FRICTIONLESS
- ✓ CUSTOMER FOCUSED





# INTRODUCING

# The world's first Intelligent Business Cloud



## INTELLIGENT BUSINESS CLOUD

### Intelligent Business Appstore

**Process Discovery**  
- Identify -



**Process Analytics**  
- Analyze -



**Action Engine**  
- Operationalize -



**Transformation Center**  
- Sustain -

### Process Mining Technology

### Event Collection

ORACLE



SAP Ariba



salesforce



servicenow



# REMOVING FRICTION ACROSS THE WHOLE ENTERPRISE

## Purchase to Pay

- Optimize internal cycle times
- Optimize cash flow
- Improve perfect-POs



## Lead to Order to Re-order

- Reduce sales cycle
- Increase conversion rate
- Increase repeat purchases



## Order to Cash

- Optimize working capital
- Reduce DSO
- Increase on-time delivery



## Customer Service

- Reduce time to close
- Increase productivity
- Increase NPS



## Product Development

- Reduce time to market
- Deliver product consistently
- Reduce duplicate engineering



## Internal Service & DevOps

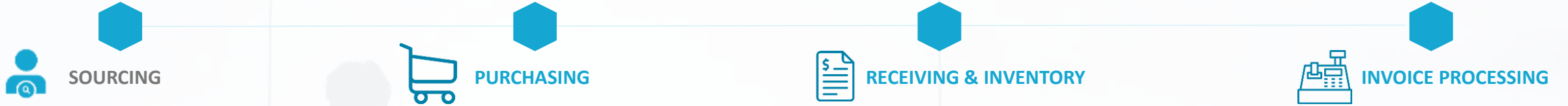
- Increase touchless tickets
- Reduce manual changes
- Reduce cost to serve



## Record to Report

- Decrease time to close books
- Reduce errors
- Ensure compliance

# REMOVING FRICTION ACROSS THE PROCUREMENT OPERATIONS



**DRIVE  
PURCHASING PRODUCTIVITY**



**ACCELERATE  
FULFILLMENT & QUALITY**



**REDUCE  
PURCHASING SPEND**



**IMPROVE  
VENDOR MANAGEMENT**



**OPTIMIZE  
WORKING CAPITAL**



**MANAGE RISK &  
ENFORCE COMPLIANCE**



# REMOVING FRICTION ACROSS THE PROCUREMENT OPERATIONS



**EXPERIENCE THE  
INTELLIGENT BUSINESS  
CLOUD**





## CELONIS CUSTOMERS REMOVING FRICTION

### PROCURE-TO-PAY



Transformed P2P, Perfect PO from 73% to 92%, touchless invoices up 63%, errors down 92%

### CUSTOMER JOURNEY



Transformed customer onboarding for 3M customers, "Go-Live Ratio" up 20%, time to delivery down 5 days

### IT DELIVERY



Transformed the IT delivery process introduction of a new ERP affecting more than 20,000 users

### ORDER-TO-CASH



Transformed order-to-cash and eliminated 10M manual activities, saving \$10M+ annually

### SHARED SERVICE



Transforming shared service centers, uncovered \$2M in working capital improvement opportunities

# CELONIS CUSTOMERS REMOVING FRICTION



**“CELONIS IS CLEARLY THE MARKET LEADER IN  
PROCESS MINING”** – MARKET GUIDE FOR  
PROCESS MINING 2018

**Gartner®**



**>4000%**  
Growth Last  
4y



**400+**  
Enterprise  
Customers



**150.000+**  
Active  
Users



**30**  
Country  
Penetration



**15+**  
Industry  
Coverage



**World-class**  
Investor  
Financing



# ABOUT CELONIS

We are passionate about our vision and believe we can help your company achieve amazing things.

## WE ARE:

Award-winning innovators

Growing 300% year over year

Market leaders in process mining

Valued at \$1B

Backed by investors Accel and 83 North



celonis



## PARTNERS

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*“We’ve developed an ecosystem of excellence, ready to support you from implementation through transformation.”*

## CUSTOMER SUCCESS

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## TRAININGS

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## CONTACT US!



US

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## ARE YOU A CONSULTANT?

**Contact Partner Management!**

Celonis Partner Portal: [partners.celonis.com](https://partners.celonis.com)

