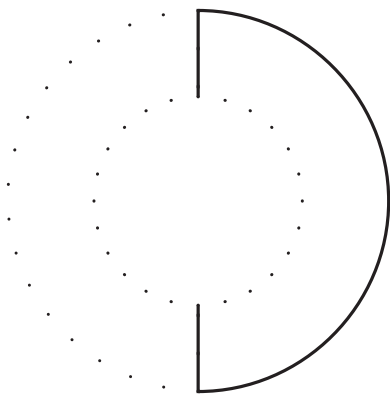
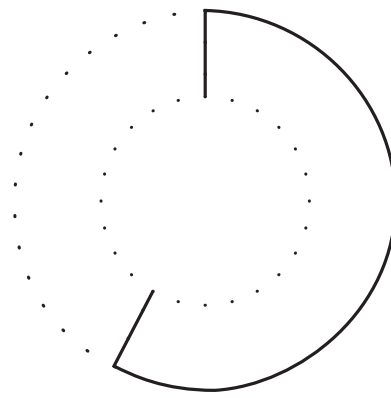


UNDER PRESSURE:
The macroeconomic forces
threatening Procurement.
And how to outrun them all.

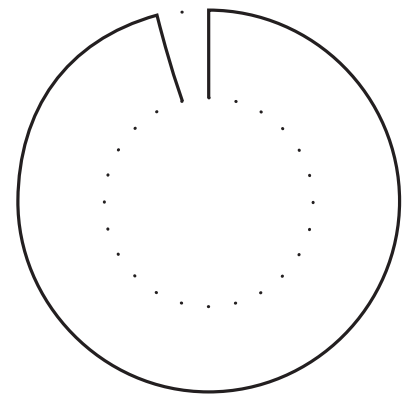
Here's what global Procurement leaders list
as their **biggest economic concerns**:



50%
Supply chain
disruptions



60%
Recession



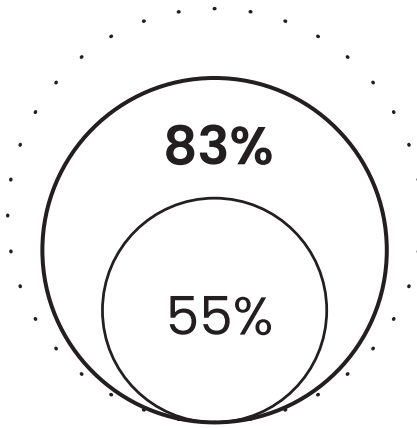
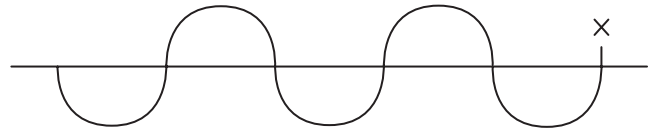
95%
Rising inflation

C-Suite View of Volatility, War, Risks, and Growth
for Global Business, The Conference Board

To push back on these challenges,
Procurement needs to:

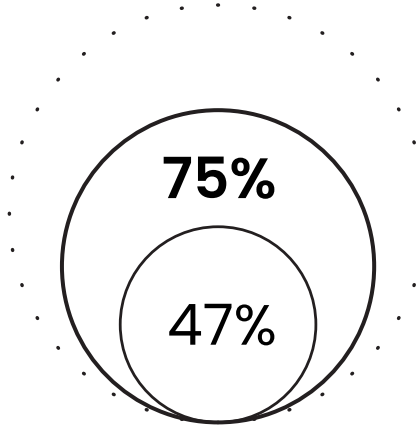


But even before we entered this era of volatility the average performance of procurement organizations was **not ready to meet the current challenges.**



**Supplier
On-time
Delivery**

Best in class 83%
Average 55%¹



**Spend Under
Management**

Best in class 75%
Average 47%¹



**Touches
per PO**

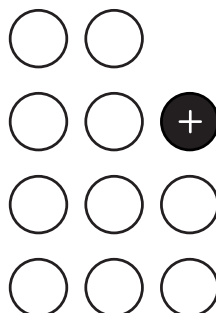
Best in class 1.3
Average 2.2¹

¹The State of Business Execution Benchmarks Report 2021

And it's only getting harder. The reason?
Process complexity is at an all-time high.

71%

**of companies use 10
or more applications
to execute one single
business process**



Increasing complexity creates a breeding ground for hidden inefficiencies silently killing the performance of your procurement organization:

- Inaccurate lead times
- Changing delivery dates
- Price and quantity changes

You name it...

So how do the best in class organizations of today **improve supplier reliability, control spend, and cut costs amidst rampant volatility?**

They are using process mining to **battle inefficiencies and control their controllables.**

vodafone

Increased their perfect PO rate from 73% to 98%

 TD SYNEX

Reduced price change rates on POs by 27%



Drove \$800M in procurement cost savings

The Celonis EMS is a battle-tested platform at a time when results need to be delivered, **fast.**

Use it to mitigate supply disruptions, maximize purchasing power and cut costs.

Let's go.

celonis.com