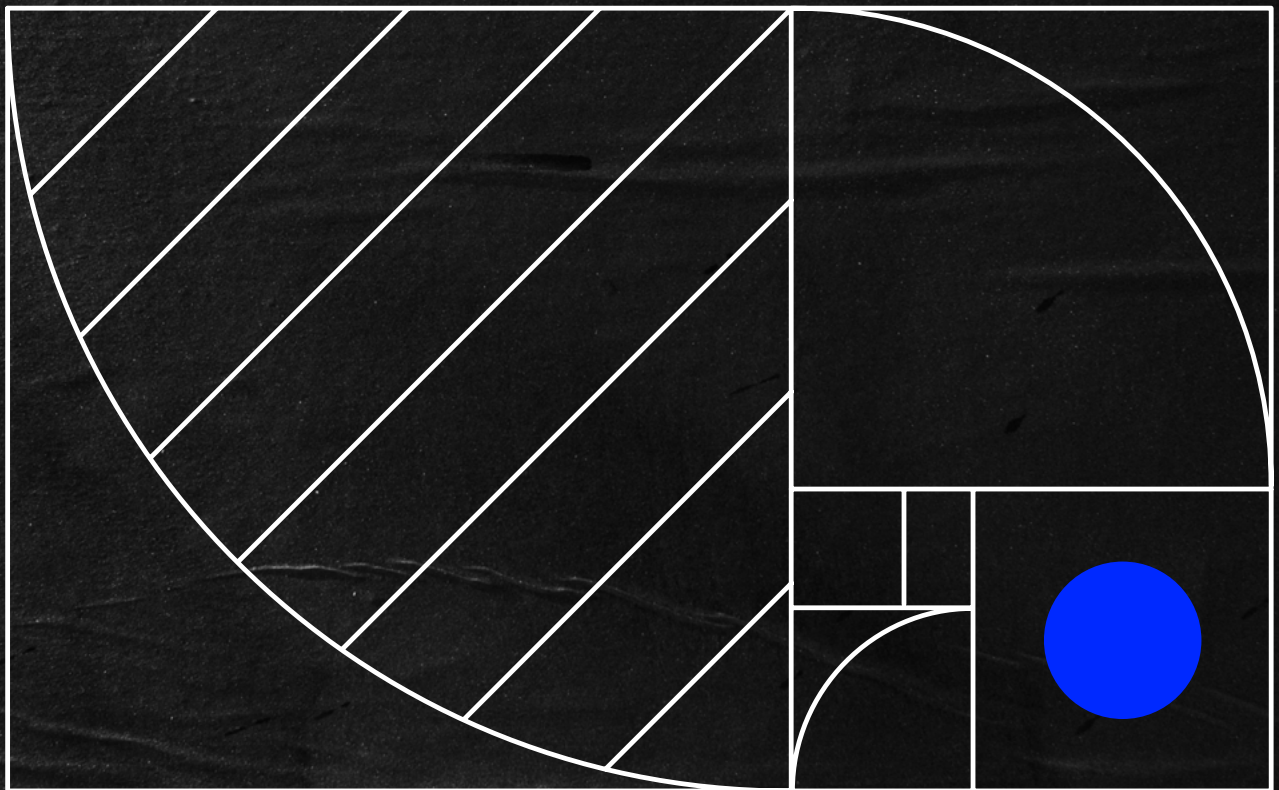
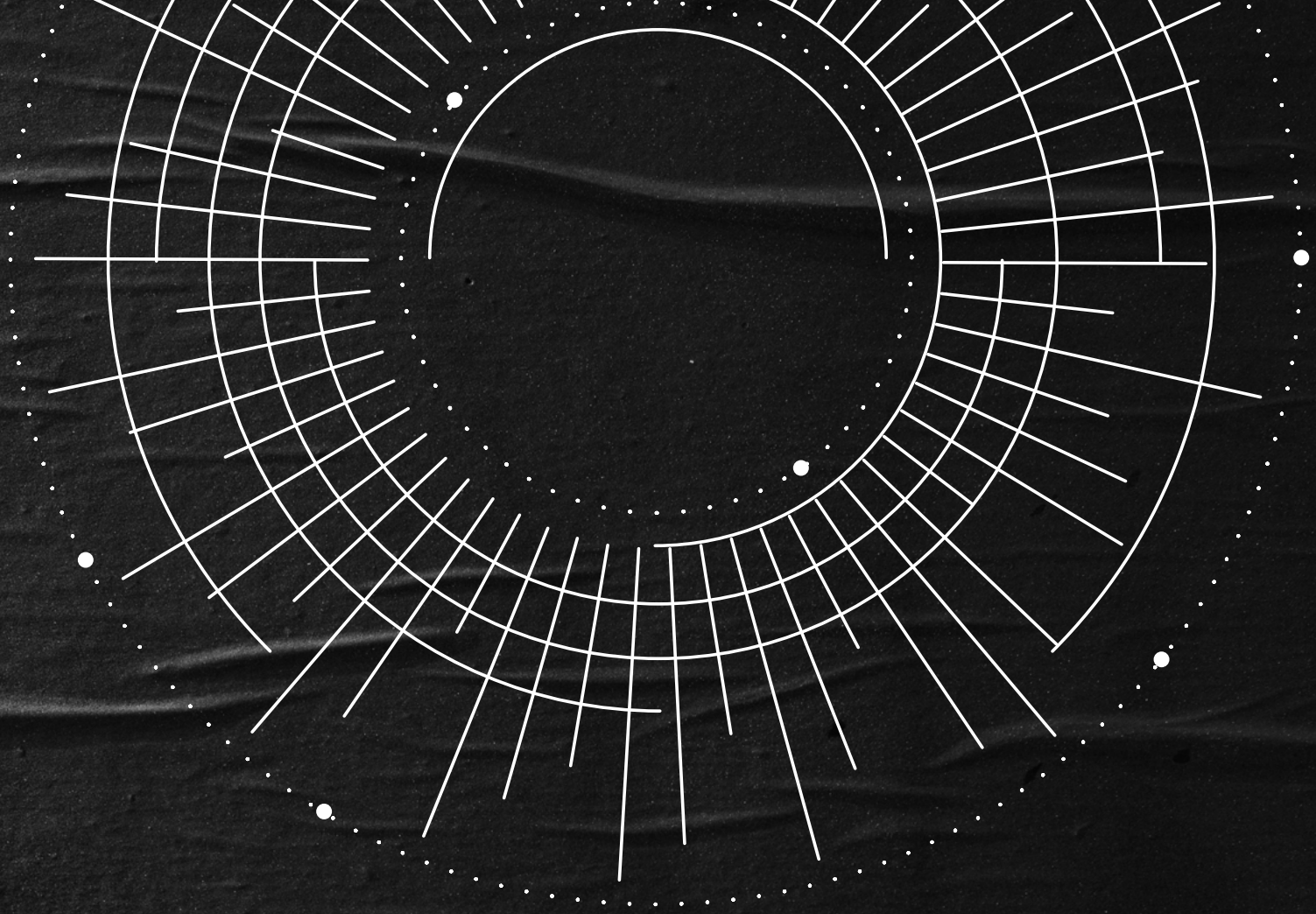


Celonis for Process Excellence





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

The era of the process hero is here.

The era of 'growth at all cost' is over. Today, every single department in every company needs to cut costs and optimize for efficiency. Year on year, quarter on quarter, month on month.

The good news is: Process people are efficiency people. For the first time, everyone needs what you bring to the table. Now is your time to be the hero and prove to the business what you've always known: process performance is business performance.

But there's a problem: Your current tools and methods

don't match your ambitions. Because they either provide insights but no action, or actions without insight.

Celonis is the first solution that closes the gap from insight to action to value. It unveils hidden value opportunities and enables everyone to take action on them. All while flexibly layering on top of the tools you already use.

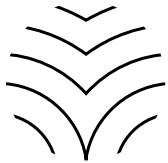
This is how you drive immediate cash impact in as little as four weeks and make your transformations cheaper, faster, safer. Be the hero your business needs.

Ready to drive immediate cash impact?

Let's take a look at the four core processes where you can drive a big impact, fast. Here are just a few examples of the kinds of things you can accomplish with Celonis.

Accounts Payable

AP is full to the brim with value opportunities hiding in plain sight.

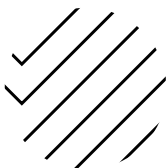


Right now, you've almost certainly got payment blocks that are taking a long time to resolve. They're causing late payments, messing with your working capital, and stopping you from taking advantage of cash discounts when it suits you best. We can help surface and tackle the payment blocks, fast.

And Celonis can automatically scan invoices and POs for payment term mismatches and highlight optimal payment terms, so you end up with favorable terms, every time.

Procurement

Constantly checking and updating master data is a pain.

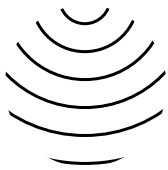


You can use Celonis to update outdated master data automatically based on employee inputs and actual procurement operations to ensure minimal errors in processes. This means far less rework, and more accurate master data.

And that's not all for Procurement. You can speed up your processing cycle time — while reducing your free text order rate — by identifying PRs without catalog references and automatically linking the catalog item.

Accounts Receivable

Fancy streamlining your credit review process? We've got good news for you.



Celonis can help you automatically consolidate your data and use data-driven credit limit suggestions to reduce the amount of manual work involved in the process.

How about collecting faster? With Celonis, you can help prioritize collections based on how high a priority the customer is, and how likely they are to be late on payments.

And the streamlining doesn't stop there. Make your dispute handling smoother by centralizing management and optimizing escalation and approval flows.

Order Management

You know those blocks we talked about in AP? Similar deal here.



If your Order Management processes are anything like the ones we see every day, they're full of delivery, credit and billing blocks that are putting the brakes on your processes. We can help you surface and release blocks that you don't need, automatically.

And that automation can apply to things like delivery creation, customer communications, and order entry so your people are free to work on high-value activities. Talking of which, we can also help spot and fix upstream and downstream order errors such as incorrect pricing. Saving rework and reducing cycle time.

Celonis in action

KraftHeinz

Problem: Kraft Heinz found it easy to see which customers hadn't paid, but found it hard prioritizing those customers, and seeing where they should act, and when.

Solution: By using Celonis, their teams were able to adopt a proactive collections approach, targeting high-priority customers with a high likelihood of paying late.

They **reduced overdues by 30%**, and saw a return of more than five times the amount they invested in the AR use case alone.

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.

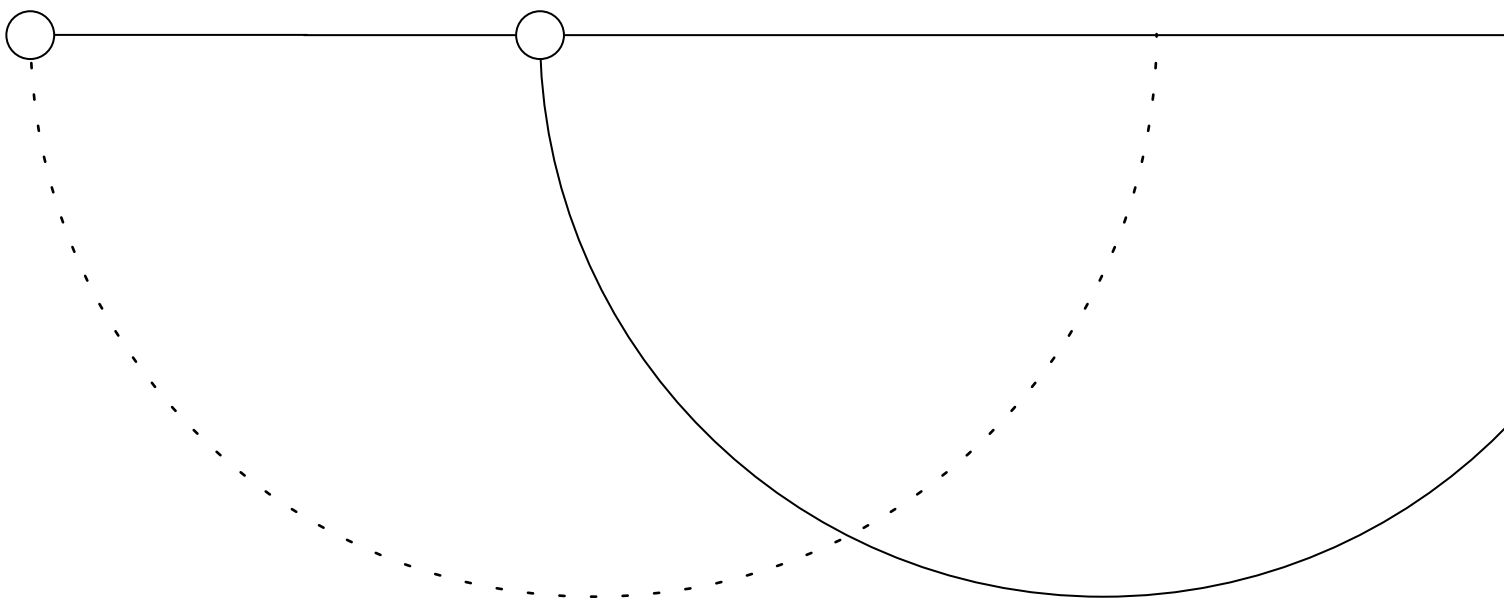
This allowed them to **reduce their excess allocated stock by a massive 75%**.

T . .

Problem: DTSE, the shared services center for Deutsche Telekom, were struggling to identify the root causes behind the pain points hidden in their 2M order items a year

Solution: Celonis helped wade through all the data generated by the Shared Services Center, and identify duplicate and blocked payments, suboptimal delivery date accuracy, redundant manual work, and more.

Through a combination of maximizing cash discounts, improving on-time payments, increasing automation, avoiding duplicate payments, and enforcing contractual penalties, DTSE **saved over €66M in a single year**. That's not a typo. €66M.



READY TO START YOUR CELONIS JOURNEY?

Let's go.

