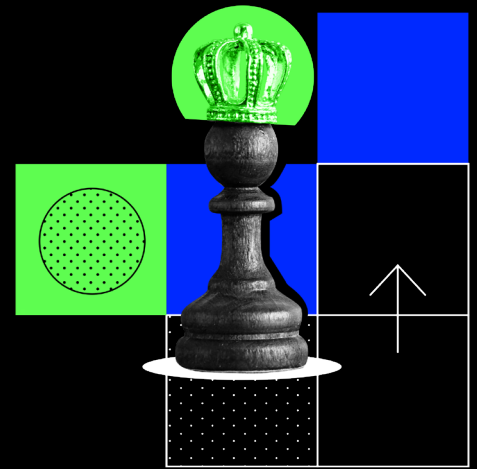




Optimize Spend.
Improve Productivity.
Manage Risk and Compliance.

With the **Execution Management System**
by Celonis



This is what you get when you maximize your execution capacity in Procurement.

\$300K

operational savings identified
in just a week — by adjusting
payment terms.

86%

no-touch rate means millions of
dollars in annual savings.

96%

'perfect' PO rate, up
from 73%



Every company operates at a certain execution capacity —
the level of performance it can achieve with the available
time and resources.

The **Celonis Execution Management System (EMS)** lets
companies maximize that capacity by eliminating the
execution gaps in their systems to achieve **breakthrough
performance**.

Impact these KPIs in weeks not months

Spend under Management



47%

Average
Execution Capacity

75%

Maximized
Execution Capacity

Supplier Delivery Reliability

On-time delivery



54%

Average
Execution Capacity

83%

Maximized
Execution Capacity

Operational Cost per PO



\$15

Average
Execution Capacity

\$1.35

Maximized
Execution Capacity

Perfect PO rate

(first-time-right)



53%

Average
Execution Capacity

83%

Maximized
Execution Capacity

What the EMS does



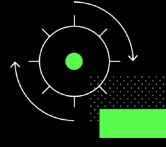
Visualize your process in real-time

See your procurement process as it really runs — from creating a PR to paying the invoice — and all the deviations that are happening along the way.



Detect execution gaps

Critical gaps and inefficiencies are surfaced in real-time, alongside the recommended next-best-actions to tackle them — so you can fix issues before they impact KPIs.



Automate what can be automated

Automated price checks, document requests, vendor master data and PO updates boost productivity and make sure your people can concentrate on high-value work.



Take the right action at the right time

Create custom workflows to drive proactive action — such as alerting buyers and specialists to update critical POs.

How it does it

Measure

Celonis leverages process mining technology to extract data in real-time from source systems and measure capacity. It identifies and visualizes execution gaps — like maverick purchase orders and price changes — that limit your execution capacity.

Know

Celonis knows the right course of action to close gaps. Based on machine learning and execution best-practices, it suggests the best steps — such as automatically updating master data when price changes occur — to eliminate the most impactful execution gaps and help maximize execution capacity.

Act

Celonis takes action in a number of ways. It automates real-time actions across systems — such as automatically converting and directing a free-text PR to a strategic supplier on the fly — and deploys the right people to remove gaps — highlighting a pattern of incorrectly priced order confirmations, for example.



"In 2019, we were able to save over €10M using Celonis within the Procurement area."

Christian Unterbusch,
VP of Operational and Strategic Steering for
Procure-to-Pay at Deutsche Telekom AG

Join the ranks of the best performers

The future belongs to those who are ready to maximize their capacity to execute. Find out what the Celonis EMS can do for you, and join the Fortune 500 companies who are already achieving breakthrough results in Procurement.

Get in touch now.