# celonis

# Accelerate cash flow by making every customer interaction more valuable

With the **Collections Management Execution** App by Celonis

## This is what you get when you maximize your execution capacity

### 60%
Reduction in past-due receivables in 9 months

### $10M+
Improvement to working capital

### 25%
Reduction in invoicing lead time

sysmex

IQVIA

Perstorp

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

The **Celonis Execution App for Collections Management** lets companies maximize that capacity by eliminating the execution gaps in their systems to achieve **breakthrough performance**.

## Impact these KPIs in weeks not months

### Working Capital
Days Sales Outstanding

**53** days
**Average**
Execution Capacity

**24.1** days
**Maximized**
Execution Capacity

### Cost Effectiveness
Collection Effectiveness Index

**57%**
**Average**
Execution Capacity

**84%**
**Maximized**
Execution Capacity

### Operational Cost
Cost of Collections per Customer

**$43**
**Average**
Execution Capacity

**$9**
**Maximized**
Execution Capacity

### Cash Flow
A/R Turnaround Ratio

**15**
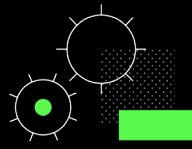**Average**
Execution Capacity

**57**
**Maximized**
Execution Capacity

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# What the Collections Management Execution app does

### Maximize return on your collectors' time

Intelligent prioritization focuses your teams on the customers most likely to pay, rather than those who've been difficult in the past or have the highest open A/R.
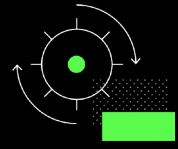
### Work with more accurate forecasts

Forget guesstimation — Celonis automatically analyzes the risk of non-payment for each invoice and gives an aggregate view for each quarter.

### Personalize every interaction

Get a holistic view of your customer by combining data from your every system with external sources — so your collectors know exactly what to say, and when.

### Automate what can be automated

Increase productivity by automating communications and source system updates, so your collectors can do what they do best — talk to customers.

# How it does it

### Measure
The app leverages process mining technology to extract data in real-time from source systems and measure capacity. It identifies and visualizes execution gaps — like high value invoices at risk of non-payment — that limit your execution capacity.

### Know
The app 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 requesting support from sales for high-risk customers— to eliminate the most impactful execution gaps and help maximize execution capacity.

### Act
The app takes action in a number of ways. It automates real-time actions across systems — such as automatically logging a customer escalation in your CRM — as well as deploys the right people to remove gaps — highlighting a pattern of broken promise-to-pay dates, for example.

**sysmex**

"At a time when cash is king, we are confident Celonis' Collections Management Execution Application will help us reduce our Days Sales Outstanding by enabling intelligent team management capabilities, and advanced watch list reporting so we can better manage our customers."

**Sandra Krock,**
Credit and Collection Manager, Sysmex America

# 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 Execution App for Collections Management can do for you, and join the Fortune 500 companies who are already achieving breakthrough results in Accounts Receivable.**

**Get in touch now.**