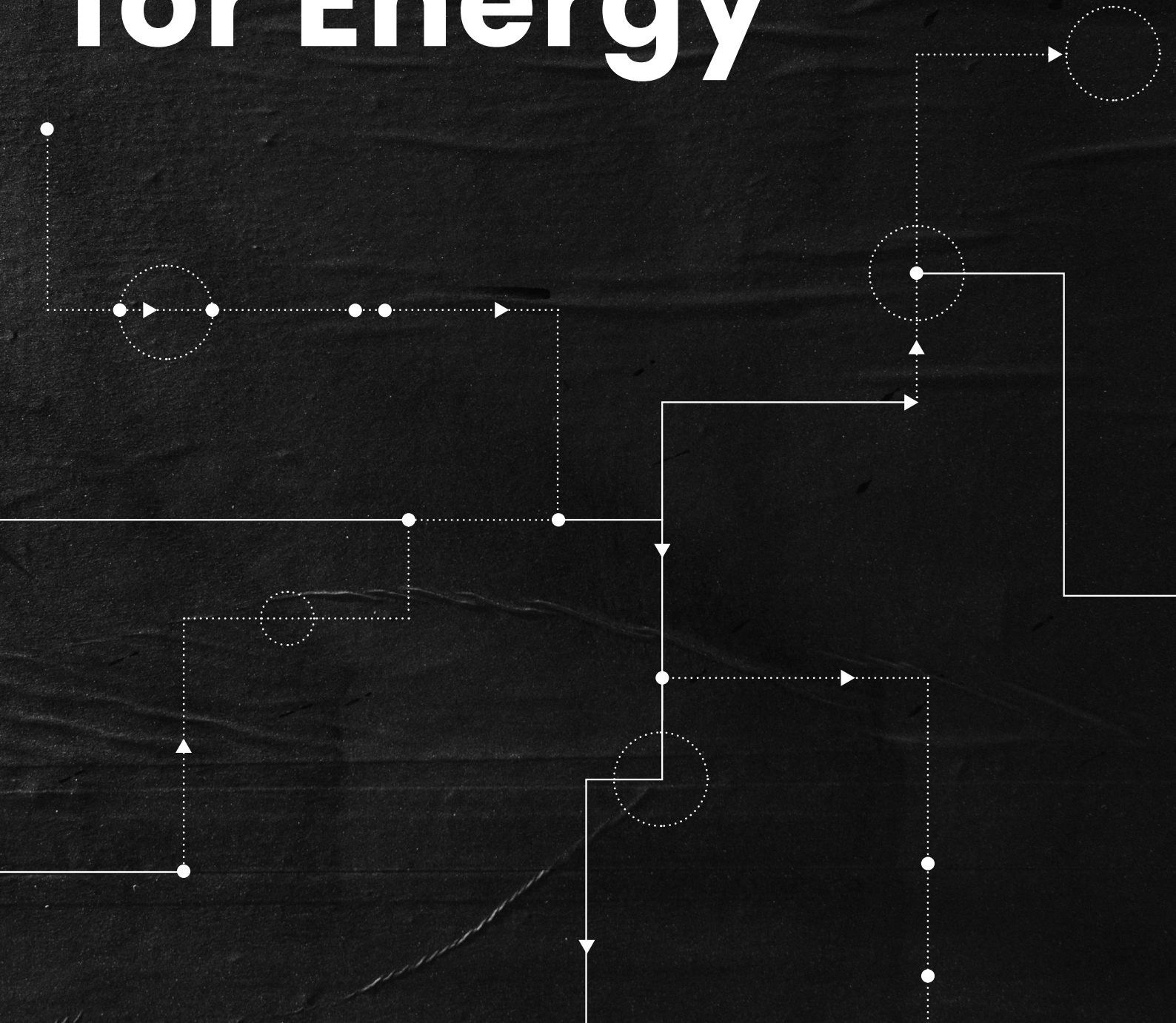


Celonis for Energy



Immediate cash impact.

Delighted customers.

Reduced emissions.

What will you achieve with process intelligence?

Celonis is the first platform to dramatically accelerate the speed at which energy companies create value from their process data – and the only process mining platform that can match the scale of an energy enterprise.

Powering a full process digital twin augmented by machine learning intelligence and process knowledge, it finds and captures value in core business processes, from procurement and order management to plant maintenance and logistics – independent of the systems used (from ERP to EAM and beyond).

Finally, energy companies can make profitable, data-driven decisions, and reap rapid, sustainable returns across the entire value chain.

Celonis at a glance

- Over 1,350 customers, including some of the largest enterprises in the world
- Thriving ecosystem of 250+ service partners, 25k+ Celonis-certified professionals, and 600+ academic partners
- Helping the world's leading Energy brands generate more value from their processes and maximize shareholder returns



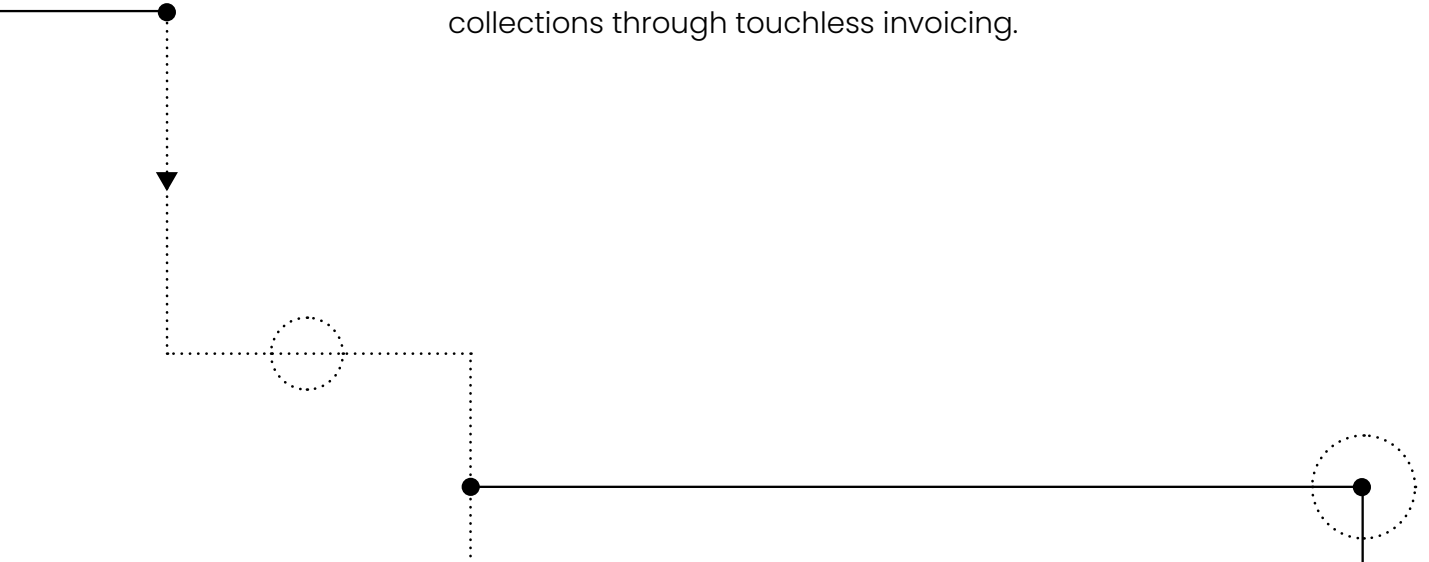
BOOST PRODUCTIVITY

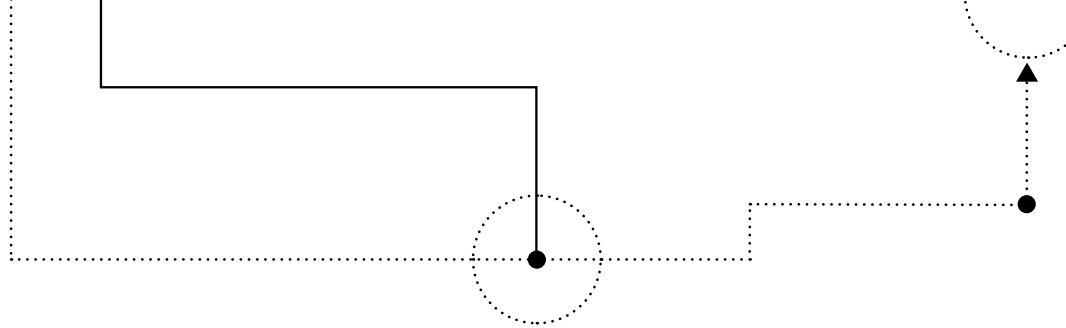
The Celonis platform uses automation to help you maximize uptime and efficiency across the board – without adding to your team’s workloads. For example, by automatically identifying and resolving root causes like outdated master data, the platform significantly reduces the time your people spend on manual rework. It also helps you speed up cycle times by giving you the power to create touchless invoices, POs and SOs. You can boost efficiency even more by tracking everything in one place, from overseeing legal deadlines, missing or pending work permits, utilization and project progress all from one dashboard. Plus, you can run data-driven assessments to spot further automation opportunities – across upstream, midstream and downstream use cases – for continuous improvement.



OPTIMIZE WORKING CAPITAL

Energy leaders are on a mission to boost new investments and grow exploration. One of the most effective ways to kickstart this? Accelerating your cash flow. The Celonis platform can help you do this in multiple ways, from streamlining warehousing and logistics through smarter quality-assurance, compliance and routing, to sharpening inventory management by tracking bottlenecks in real time while accelerating slow-moving inventory. The platform can also help you increase cash flow with quick, easy apps for improving your DPO and DSO, ensuring you pay on time, every time, while speeding up collections through touchless invoicing.



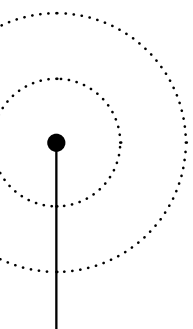


MAXIMIZE REVENUES

Against a backdrop of geopolitical and macroeconomic fluctuations, you need to protect your Energy business and its ability to grow. We'll help you maximize your revenues in a number of different ways, from leveraging automation to improve your on-time, in-full delivery, to reducing bad debt through real-time, data-driven credit limits. The Celonis platform can also help you automatically surface and analyze aging unbilled orders to accelerate invoicing, as well as ensuring your customers always pay full invoice amounts – while preventing them from taking cash discounts too late. Finally, we can help you increase contract usage, decreasing your procurement spend while ensuring high spend under management.

STREAMLINE PLANT MAINTENANCE

We'll help you improve reliability with cross-system visibility, improved master data accuracy and intelligent prioritization. For example, we can help you boost asset performance with intelligent prioritization and reduction of schedule break-ins. We can also help you reduce waste and unexpected maintenance costs by aligning your master data, material planning, and labor estimates. Finally, we can help you minimize risk by improving employee safety practices, and avoid costly penalties by driving compliance with EHS, inspection regulations and internal policies.



CELONIS IN ACTION



PROBLEM— BP wanted to transform processes and operations across the business by establishing a CoE for process mining. But being a global enterprise with hundreds of diverse processes spanning countless business units and domains, this was much easier said than done.

SOLUTION— First, the team used Celonis to visualize all of the differences between processes that had been lifted and shifted into GBS, so they could better understand how to streamline and optimize them. They also made sure to secure the right sponsorship early, by communicating the value of standardization, simplification, and the elimination of work and waste.

RESULT— BP can now watch procurement flows across the globe by layering the Celonis platform on top of their SAP system, unearthing optimization opportunities in real time. Among many other wins, this has led to \$800M in procurement cost savings. And their CoE is now thriving, driving innovation and automation initiatives across the business.

NESTE

PROBLEM— Neste wanted to speed up invoicing lead times in their Order-to-Cash process. But with Order-to-Cash being such a complex operation, searching for process improvements was like trying to find a needle in a haystack.

SOLUTION— Over a six-month period, the team used Celonis to gain real-time, end-to-end visibility into the process and identify any bottlenecks. They then used the Celonis platform to create performance dashboards for measuring performance in real time. Finally, they used the daily management features of the Celonis platform to structure twice-weekly meetings and keep every team on track.

RESULT— The Neste team have reduced their average invoicing lead time from 9.4 days to 4.2 days, creating an estimated monthly cash flow impact of 55 million euros.

**CONNECT
YOUR ENTIRE
VALUE CHAIN
AND MAXIMIZE
SHAREHOLDER
RETURNS WITH
PROCESS
INTELLIGENCE.**

Get started with Celonis today.

