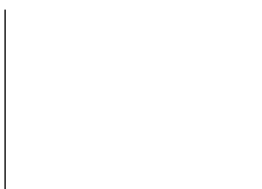


Ready for the next normal? We'll help you prepare.

Here's what you could achieve

>25%

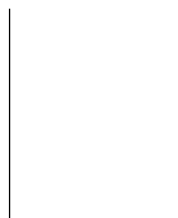
cycle time reduction from supply chain transformation



Johnson & Johnson

40%

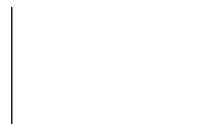
reduction in price changes



SI Group

>\$7M

savings through working capital improvements, automation and risk reduction



MERCK

Few industries have seen as much volatility as Pharma and Life Sciences over the last few years. The pandemic alone has shifted expectations across everything from clinical-development timelines to market-approval processes.

To re-stabilize your operation and stay competitive in the years ahead, you know you'll need to function at much higher speeds and productivity levels than before.

But how do you speed up an entire Pharma & Life Sciences operation, without making compromises?

Enter **Celonis**.

What intelligent process orchestration can do for you

Optimize working capital

Accelerate cash flow to fuel R&D investment by automatically accelerating slow-moving inventory and reducing excess based on real-time consumption and replenishment-trend data. We can also help you improve your DPO and DSO.

Maximize revenues

Protect and grow your business and its ability to drive positive patient outcomes in multiple ways – for example, use automation to improve your on-time, in-full delivery, reduce bad debt and ensure your customers always pay full invoice amounts.

Improve labor productivity

Accelerate the progress of your teams without compromising on quality of work by automating repetitive and non-value-add tasks such as invoice, SO and PO processing.

How Celonis unlocks high-value improvement opportunities hiding within your processes

01 Real-Time Data

We integrate data across your transactional and analytical systems at scale in real time. To make this fast and easy, we have more than 100 pre-built connectors with the most frequently used systems. We offer a low-code, easy-to-use component to build your own data connectors for your home grown systems. We also ingest data from employee system interactions, from sales and finance documents, and from real-time event data streams, to render a holistic view of your business processes.

02 Process Intelligence

We apply process mining and machine learning to visualize what's really happening in your processes and surface the digital truth. It's an MRI for your processes that reveals all the inefficiencies and their root causes. We apply advanced algorithms and machine learning, coupled with our deep industry and process domain expertise, to give you recommendations on what to fix and how.

03 Targeted Action

Based on prioritized recommendations, we trigger actions (within the same platform) to make targeted high-value improvements and orchestrate your systems. That may mean automating real-time actions across systems, as well as alerting and deploying the right people to remove inefficiencies.

Introducing a new way of working for Pharma & Life Sciences:

Traditionally...

Low-value, repetitive tasks like invoice, SO and PO processing took hours of manual work (and often rework) to complete. Delivering what your customer ordered at the right time wasn't actually that straightforward – for example, because stockouts required manual inventory searching to find alternatives. And increasing workforce productivity? Well, that usually involved a mix of morale-boosting measures to keep engagement high and burnout at bay.

Today...

Pharma & Life Sciences businesses can now make invoice, sales order and purchase order processes entirely touchless thanks to automation, saving hours of manual work. Medical supply chain processes can be sharpened and streamlined, thanks to technology that updates safety stocks based on actual consumption and replenishment trends. And root causes of slow productivity can be easily resolved with automatic master-data updates. And that's just a snapshot of what intelligent process orchestration makes possible.



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"We generate about €600,000 in savings annually from Accounts Payable. So that's a real success story, to generate so much value out of just one process."

Dr. Samuel Kunze
Head of Process Excellence

Vetter Pharma



Join the ranks of the world's leading Pharma & Life Sciences businesses

Ready to take the next step? Whether you're looking to refine the frontline processes of your pharma reps, build more visibility into your AP operations or mitigate the effects of inflation on procurement, we've got you covered. Find out more and join the world-leading Pharma & Life Sciences brands already making big wins with intelligent process orchestration.

Get in touch now.