

# Optimize working capital by driving execution on cash flow

Meet Celonis for Accounts Receivable.



## This is what excellent Accounts Receivable performance looks like:

Your AR processes can be a powerful lever to accelerate your cash cycles, reduce collections risks and improve working capital.

But this opportunity becomes an uphill battle in times of macroeconomic disruptions, skyrocketing inflation and a looming recession.

Start by connecting the dots of your people, processes, and technology, revealing and fixing the hidden inefficiencies in your operations that silently kill performance.

And meet **Celonis**.

**60%**  
Reduction in  
Past Due AR



“Celonis provides data in real time that used to take days, sometimes weeks, to obtain. Having this information at our fingertips is very powerful.”

Alex Garini, CFO, Sysmex

## Celonis powers your key priorities in AR

### Focus collector efforts

Maximize collector effectiveness by leveraging intelligent, data-driven customer prioritization. Make more informed decisions and engage customers more proactively.

### Reduce risks

Minimize bad debt exposure by using intelligent credit limit suggestions and risk scoring to make more accurate credit decisions. Integrate both custom and 3rd party customer data.

### Remove inefficiencies

Free up critical time for your AR teams by streamlining and automating common manual steps such as dunning outreach, dispute coding or credit approvals.

### Supercharge analytics

Run with a 360-degree view of your AR operations, grounding everyone in the same data. Leverage end-to-end process visibility, and customize views to different stakeholders' needs.

# How Celonis reveals and fixes hidden inefficiencies

## 01 Real-Time Data

We integrate data across all of your **transactional and analytical systems** – bringing data together at scale and in real time.

We make this fast and easy with more than **100 pre-built connectors** for the most frequently used systems. We also ingest data from anything from Excel sheets to 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 business and surface the digital truth.

It's an **x-ray for your processes** that reveals all the inefficiencies and their root causes. We apply **advanced algorithms**, coupled with **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 to orchestrate your systems and fix inefficiencies.

That ranges from automating **updates across your underlying systems** or alerting a process stakeholder of a roadblock that's happening in real time. Celonis **deploys the right people** at the right time to **fix inefficiencies** prioritized by impact.

## Here's how we help your team

### Process Excellence Leader

Keep your finger on the pulse of critical metrics and identify key process inefficiencies impacting performance.

Drive continuous improvements with an end-to-end process X-ray and implement changes at scale.

Customize reporting to help stakeholders understand operational pain points and coordinate execution.

### Collections Team Leader

Lead your team effectively by centrally managing & tracking collector deployments and task assignments.

Connect execution misses to structural issues by leveraging process intelligence to pinpoint operational inefficiencies.

Accelerate the cash cycle by setting up automated collections strategies and streamlining common manual activities.

### Senior Collector

Maximize the impact of your daily collections activities through intelligent prioritization of customers and balances.

Free up time by simplifying common tasks or leveraging automated dunning tactics to focus your efforts where they matter most.

Remove process frictions through accelerated AR reporting, credit risk assessments or dispute escalation

**"We leveraged Celonis to collect over \$10M in AR in just 9 months. We were focusing on partnering with the team to give them the information that they could use and drive action, drive collections, unlock the points of friction – using the system to work better now that we were understanding it better"**

Senior Manager Customer Operations, Sysmex



Sysmex has leveraged Celonis to achieve real improvements in AR operations across Collections, Dispute & Credit

## Join the ranks of the best performers

The future belongs to those who are ready to perform at their full potential.

Find out what Celonis can do for you, and join the Fortune 500 companies who are already achieving breakthrough results by mastering process excellence.

[Get in touch now.](#)

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