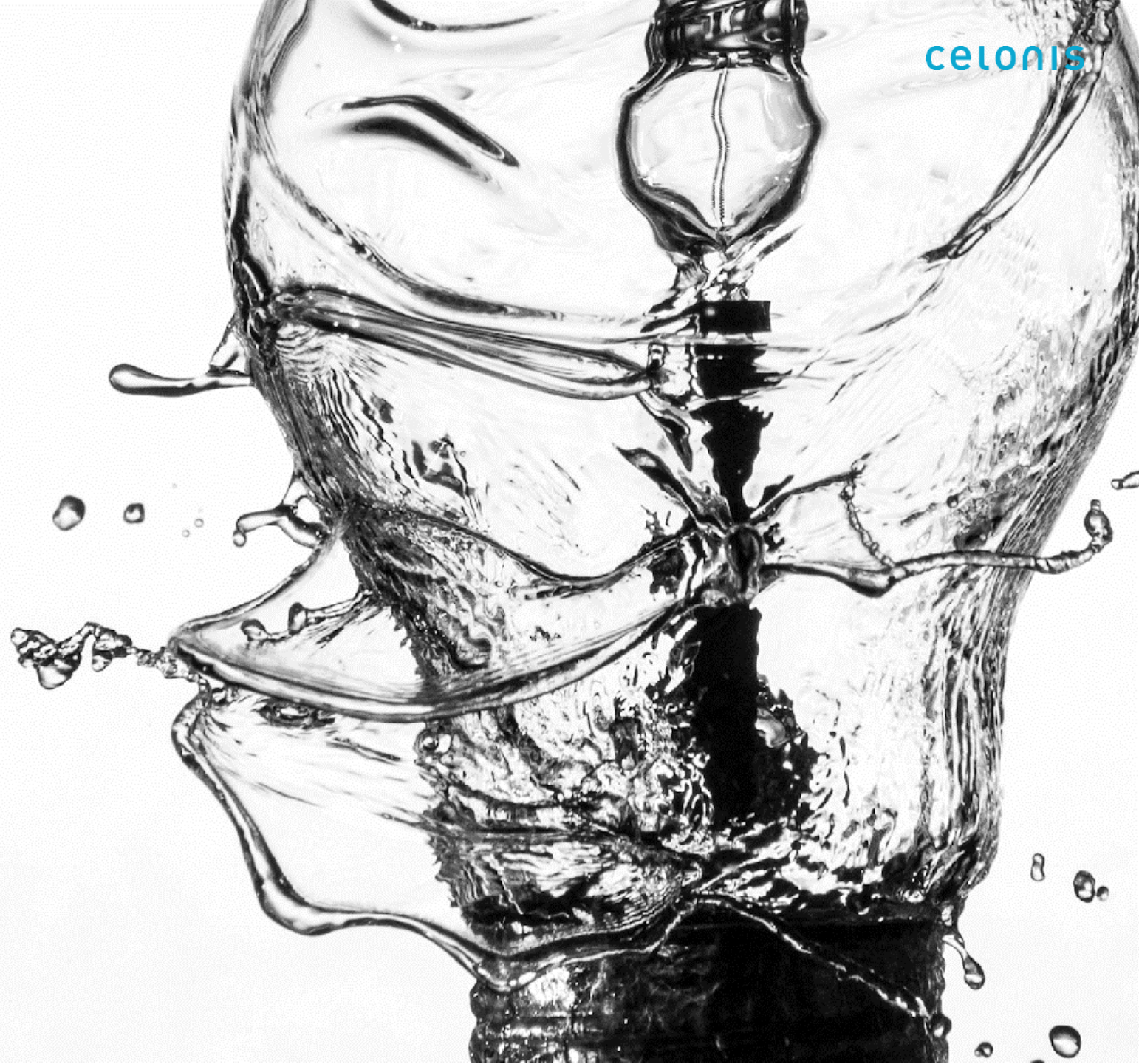


THE ERA OF DIGITAL OPPORTUNITY

Credit Management and Process Mining

Henning Lindemann,
CELONIS

15. Bundeskongress BvCM e.V.
Künzelsau, October 11th 2018



ECONOMIC DRIVERS

CUSTOMER EXPECTATIONS



INSTANT
GRATIFICATION



QUALITY EXPERIENCE



TRANSPARENCY AND
AUTHENTICITY

PRODUCTIVITY



LABOR RATES ARE
EQUALIZING



POPULATION
GROWTH IS
SLOWING

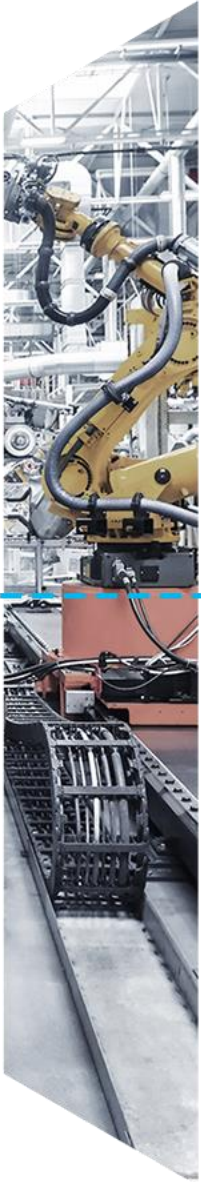
THE TRANSFORMATION IMPERATIVE

“

Only 12% of companies in the
Fortune 500 in 1955
remain so today.

CHANGE IS HARD WHEN YOUR ORGANIZATION WORKS IN SILOS.

Isolation limits collaboration
and innovation.





CHANGE IS HARD BECAUSE METRICS AREN'T ENOUGH.

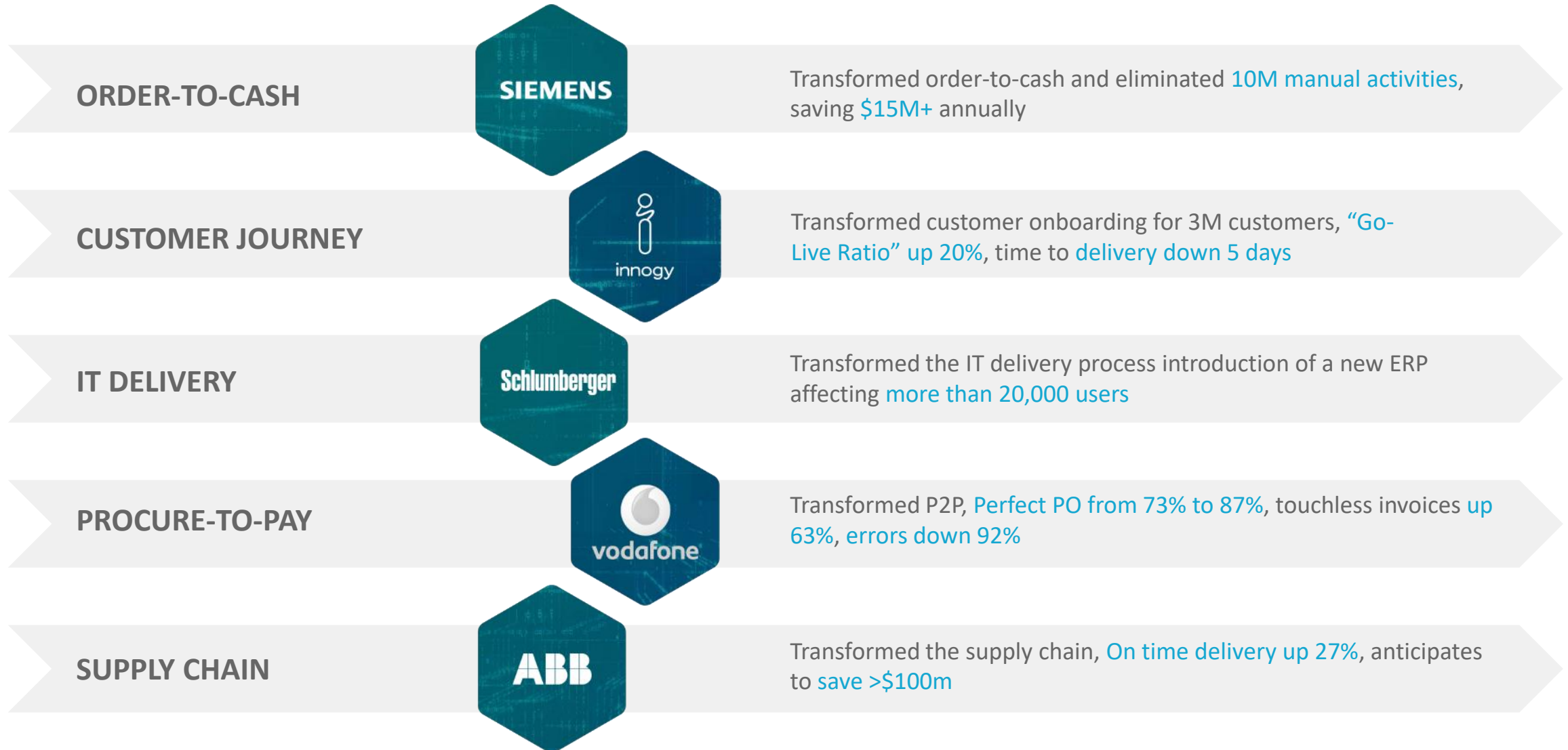
Metrics reveal what's happening,
but not what you need to change.



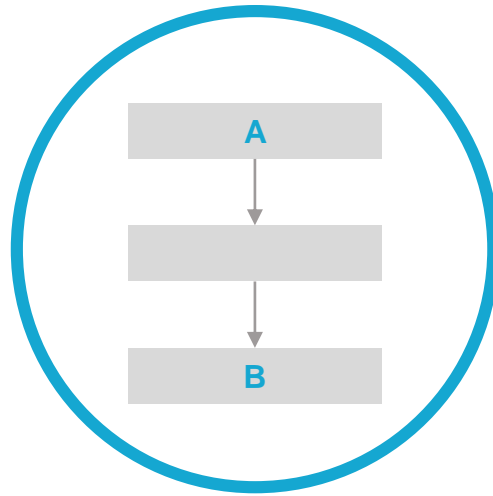
IMAGINE YOUR
BUSINESS
TRANSFORMED.

- ✓ EFFICIENT
- ✓ INTELLIGENT
- ✓ CUSTOMER FOCUSED

CELONIS TRANSFORMING CUSTOMERS



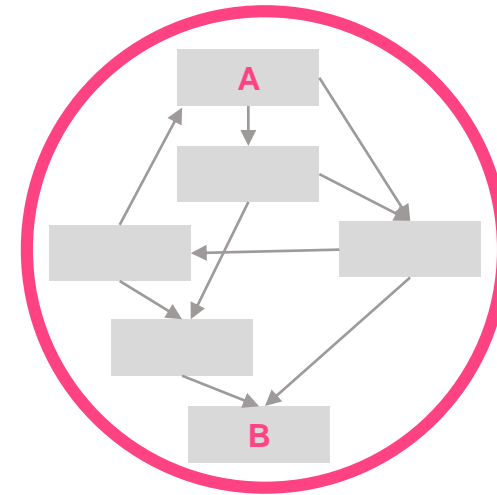
PROCESS MINING OVERVIEW



How things should be

“Business as Designed”

simple, standardized, fast, automated



How things really are

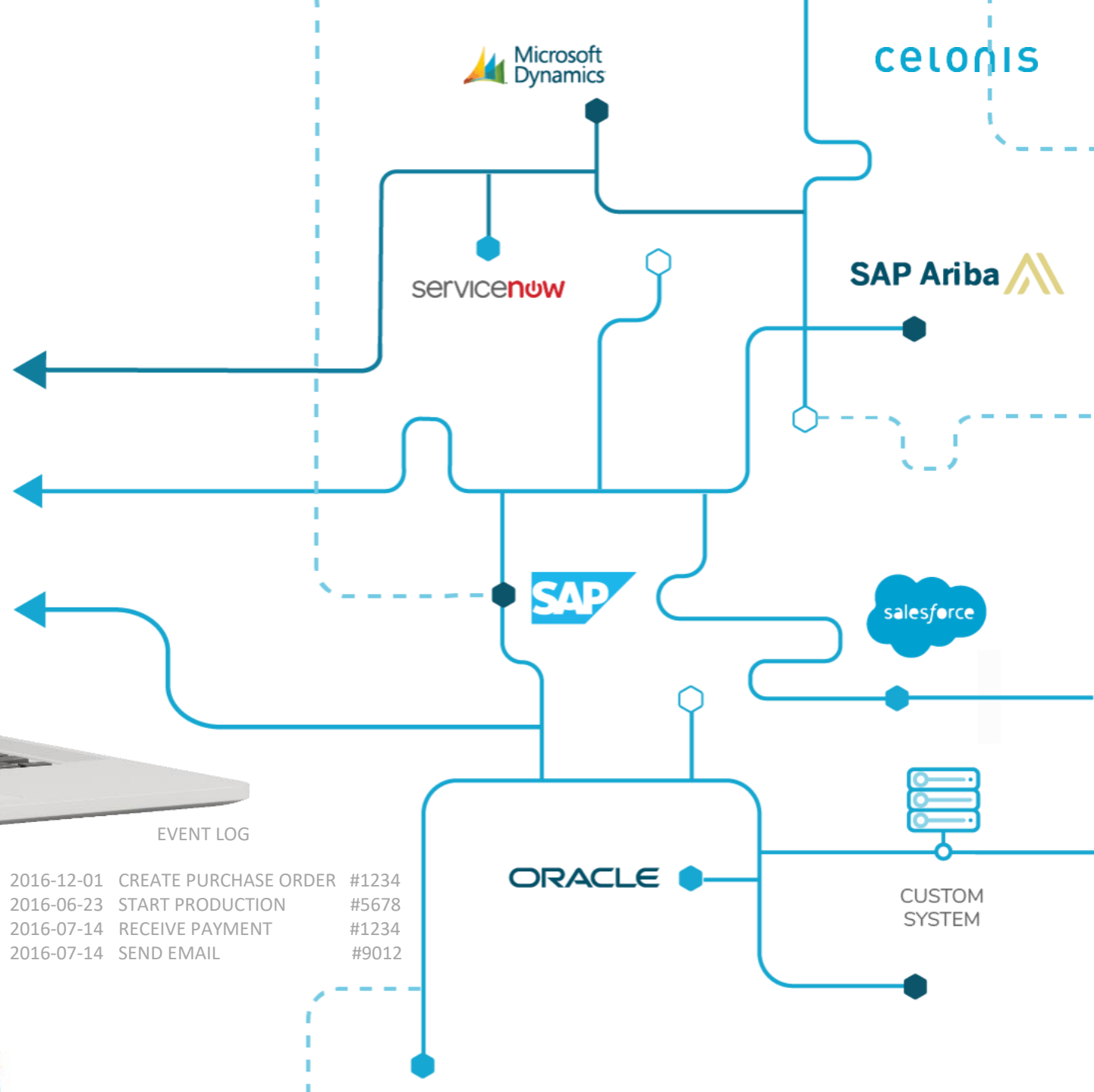
“Day-to-Day” Reality

complex, inefficient, slow, manual

PROCESS MINING TECHNOLOGY

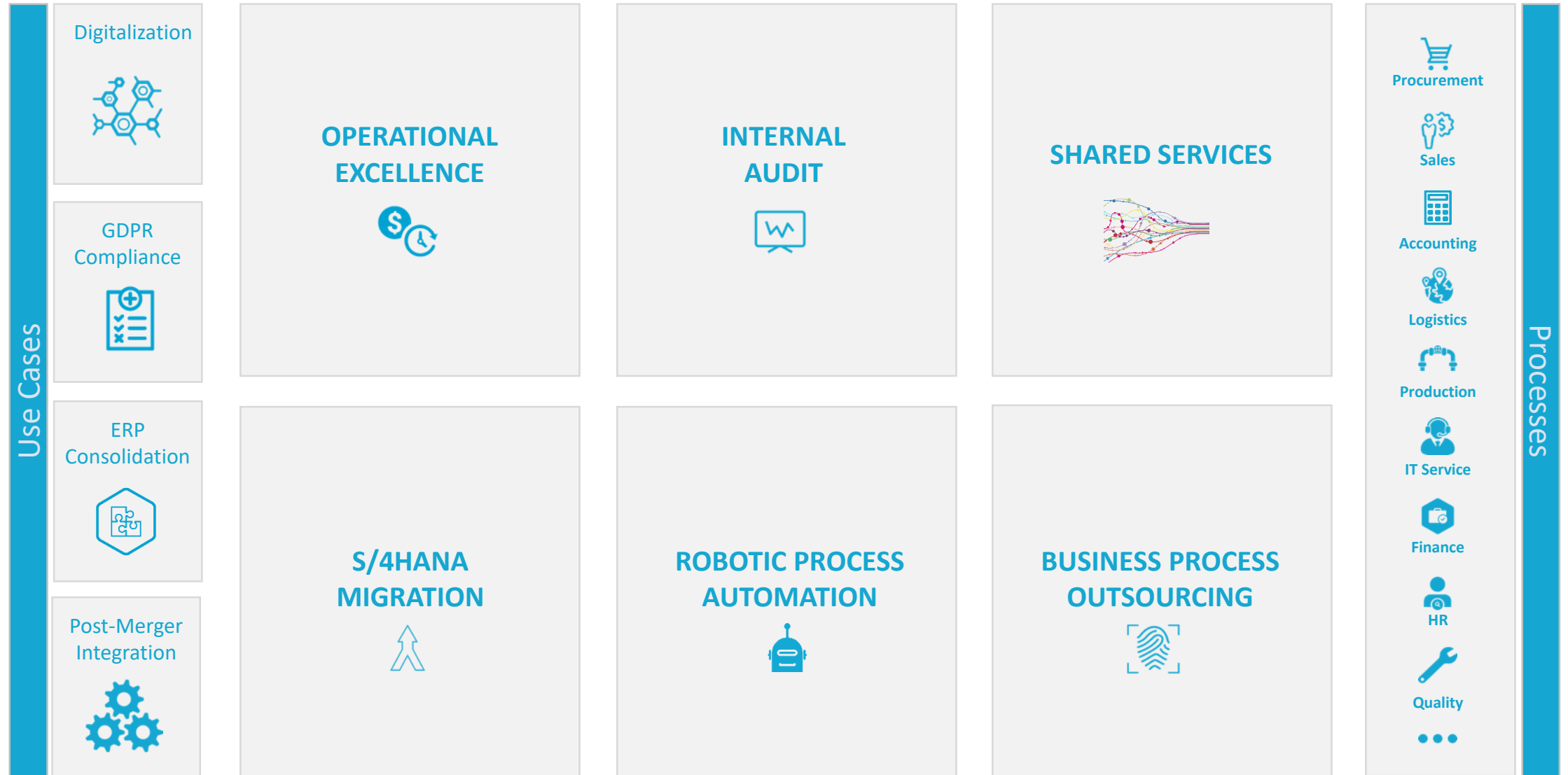


Celonis' Process Mining technology visualizes the actual process and leverages AI-powered analysis capabilities for improving your business.



2016-12-01 CREATE PURCHASE ORDER #1234
2016-06-23 START PRODUCTION #5678
2016-07-14 RECEIVE PAYMENT #1234
2016-07-14 SEND EMAIL #9012

EVER-GROWING POTENTIAL FOR PROCESS MINING





INTRODUCING

The world's first Intelligent Business Cloud

INTELLIGENT BUSINESS CLOUD

INTELLIGENT BUSINESS APPSTORE



EVENT COLLECTION



PROCESS
DISCOVERY



PROCESS
ANALYTICS



ACTION ENGINE

PROCESS MINING TECHNOLOGY

**EXPERIENCE THE
INTELLIGENT BUSINESS
CLOUD**



INTELLIGENT BUSINESS CLOUD

Intelligent Business Appstore

Process Discovery

Process Analytics

Action Engine

Process Mining Technology

Event Collection

ACTION

INSIGHTS

OPERATIONAL
SYSTEMS

ORACLE

SAP

SAP Ariba

Microsoft
Dynamics

salesforce

servicenow

ACCOUNTS RECEIVABLE - Days Sales Outstanding

USE CASE

Accounts Receivable are a key factor influencing the liquidity of a company. Hence, controlling the days until payment plays an important role in liquidity management. The analysis Days Sales Outstanding measures this time span and can be a really helpful tool in order to improve a company's short term financial situation.

COMPANY

A global pioneer in the area of industrial digitalization and high-tech located in the DACH region with over 100.000 employees worldwide.

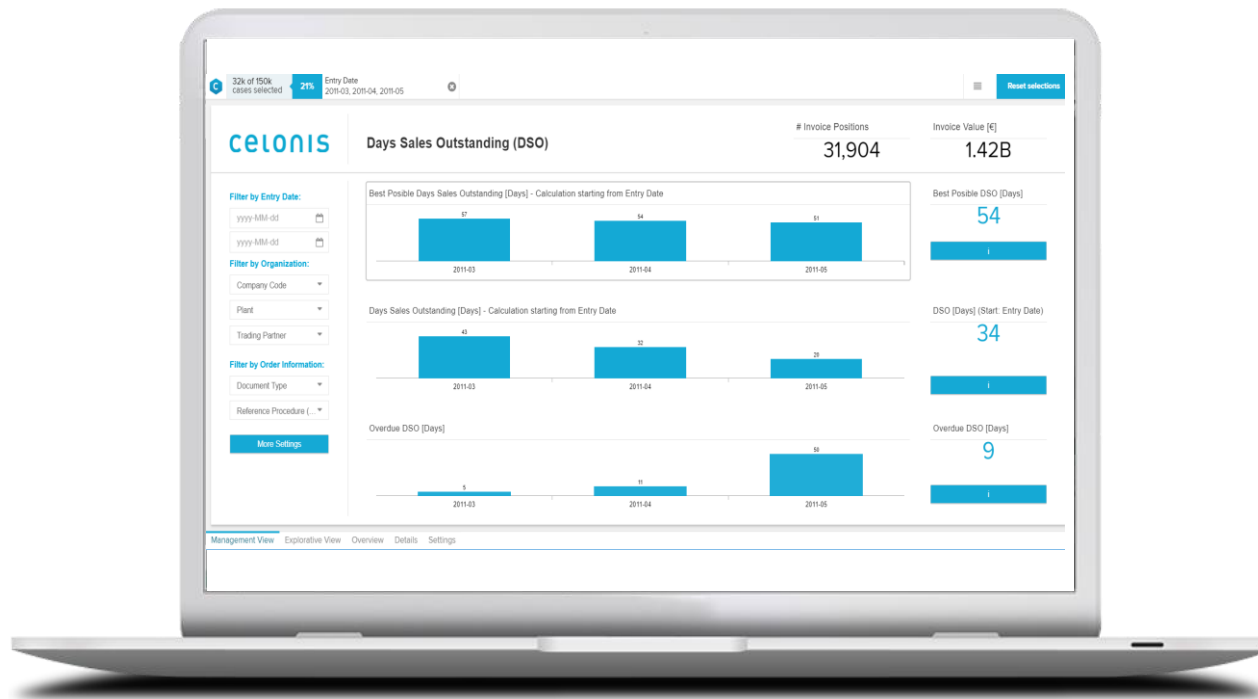


Image is used for illustration purposes only.

Status at Time

The average Days Sales Outstanding is 48 days. This collides with the recommended payment terms of 30 days net.

Target Goal

Decrease the number of Days Sales Outstanding to not more than 40.

Estimated Business Impact:

€ 767.123 p.a.

*Business Potential estimated by Net Working Capital Loss.

ACCOUNTS RECEIVABLE - Invoices Created Too Late

USE CASE

Invoices that are created too late negatively affect both working capital and customer satisfaction. The overall sales process is slowed down, which leads to unnecessary amount of time and budget spent.

COMPANY

Internationally leading technology enterprise located in the DACH region with over 20,000 employees worldwide.

Status at Time

25% of all 240.000 invoices were sent too late to customers, which delayed their payments and negatively affecting working capital.

25% of invoices sent out too late

Target Goal

Half of these invoices shall be sent out on time to improve working capital.

12.5% of invoices sent out late

Estimated Business Potential:

€ 205.000 p.a.



Image is used for illustration purposes only.

**CELONIS IS A CATALYST FOR CHANGE, EMPOWERING
COMPANIES TO TRANSFORM THEIR THOUGHTS AND
ACTIONS TO ACHIEVE SUCCESS.**

PARTNERS

“We’ve developed an ecosystem of excellence, ready to support you from implementation through transformation.”

CUSTOMER SUCCESS

TRAININGS

CELONIS CUSTOMERS



- 25 %
Process Costs

+ 27%
Throughput Times

+ 37%
Process Efficiency

ABOUT CELONIS

We are passionate about our vision and believe we can help your company achieve amazing things.

WE ARE:

Award-winning innovators

Growing 300% year over year

Market leaders in process mining

Valued at \$1B

Backed by investors Accel and 83 North



QUESTIONS?



GET IN CONTACT



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