

The Celonis logo, featuring the word "celonis" in a lowercase, sans-serif font. The letter "e" is highlighted with a bright green circular background. The logo is positioned in the top right corner of the slide.

celonis

The logo for CO MATCH, with "CO" in a smaller font above "MATCH". The text is in a dark teal, sans-serif font. The logo is positioned on the left side of the slide.

CO
MATCH

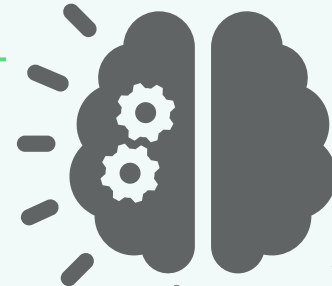
THE CONSULTING MARKETPLACE

Celonis Process Assessment

Berlin, 06.07.2022

The Celonis Process Assessment will help you identify existent process bottlenecks to optimize processes and increase business value

What we are doing



The Celonis Process Assessment enables **digital processes** (e.g. in finance, logistics or IT service management) to be **analyzed on the basis of large data sets**.

By **defining KPIs** and metrics, and building analyses around them, our consultants will **identify bottle necks of the processes** and will give **recommendations** on how to resolve them.

How we are doing it



Assessments are done by consultants using **C4C+ by Celonis** – the current category leader amongst execution management and process mining softwares.

Ideal for **improving visibility** and understanding of actual **performance of business operations**, Celonis helps create a completely objective and data-driven picture of your company's internal processes.

What you will get



You will get a complete **overview of the analyzed process** and a benchmark of the process alongside a defined set of KPIs.

This will enable you to identify the bottle-necks of your process and resolve them to **realize large-scale efficiency** gains in day-to-day operations.



Who will benefit from the Celonis Process Assessment?

The Celonis Process Assessment will help you as a process owner to integrate data from your organization's enterprise information systems, to inform you on the daily performance of your processes. Organizations will get the best value from applying it to processes that have been digitized and where there is still some unstructured work that happens outside the IT system.

What is Celonis?

The Celonis platform helps companies **reveal and fix inefficiencies** they can't see, enabling them to perform at levels they never thought possible.

2,500+

Customer
deployments

+100%

ARR Growth
YoY

#1

Ranked by industry analysts*

\$11B+

Valuation

* By Everest Group, HFS Research, and NelsonHall

CO
M

2011

From leader in
**Process
Mining**

“Celonis is the clear
market leader in
Process Mining”

Gartner

2020

To world's first

**Execution
Management
System**

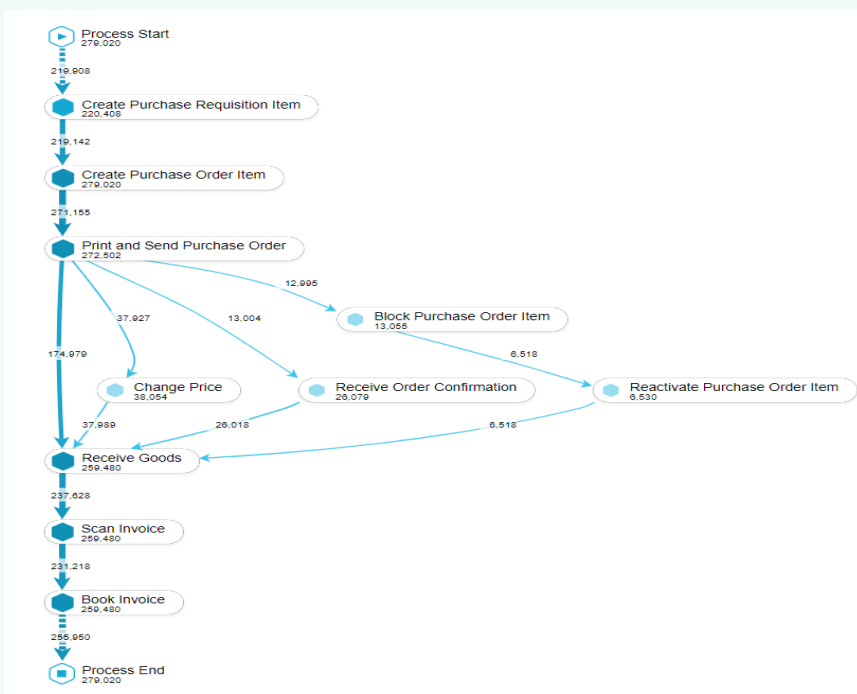
“From a market share
perspective, Celonis is
dominating”

Gartner



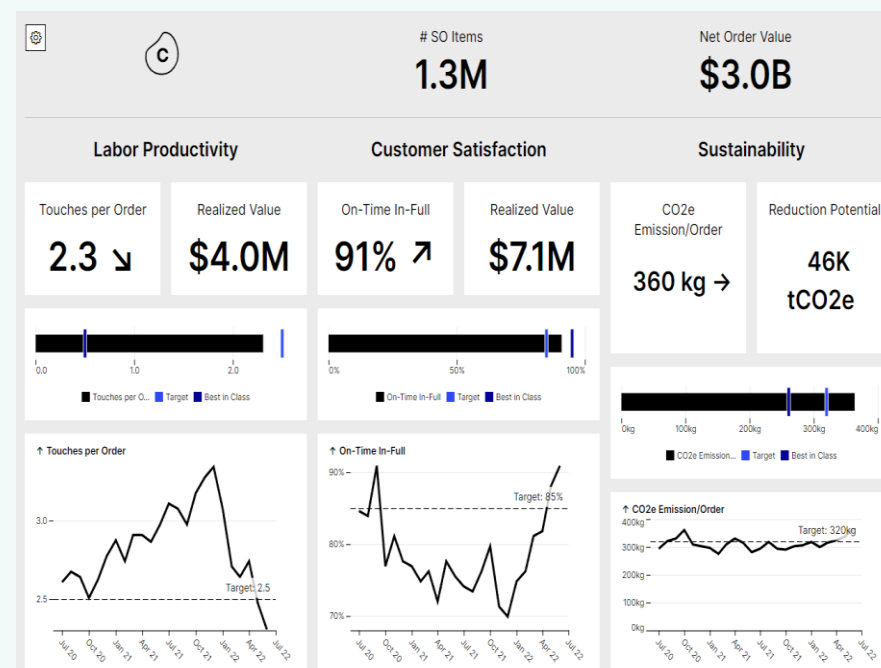
With a clear set of deliverables, the Celonis Process Assessment enables you to realize efficiency gains in your operations

1. Process Overview



An overview of processes are laid out for KPI deep dives. Unlike other standard BI tools, with Celonis' Process Benchmarking, you can also compare the performance of your process' across departments, teams, regions, and even with industry-leading companies, to apply best practices and boost process standardization.

2. KPI Overview



Using pre-configured KPIs or uniquely defined metrics, executive dashboards are created for reporting purposes, which help in tracking and understanding how frictions in your processes affects your business

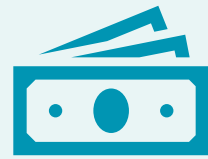
3. Bottlenecks & Savings Identified

Supplier	#SO Items	Invoice delay in days	Net order invoice
AAB	26	60	1.606.822,88€
ADC	1	55	12.700,00€
APK	58	50	1.587.828,00€
MCK	1	50	16.860,00€
KPM	54	46	2.077.612,00€
AST	24	39	268.501,00€
POD	23	36	1.081.458,00€

With the support of AI-powered root cause analyses, the upstream causes of process variations are identified, to prevent issues in the future. On evaluating current process' performance against your reference process model, areas that fail to conform are highlighted, enabling you to drive process optimization.

The Celonis Process Assessment with COMATCH accelerates project delivery across a large set of enterprise digital processes and platforms

Finance & Administration



Accounts Payable



Accounts Receivable



IT Service Management

To be eligible for an assessment, your enterprise should ideally be employing one of these software:

Supply & Distribution



Order to Cash



Production



Purchase to Pay



Warehouse Operations



Inventory Management

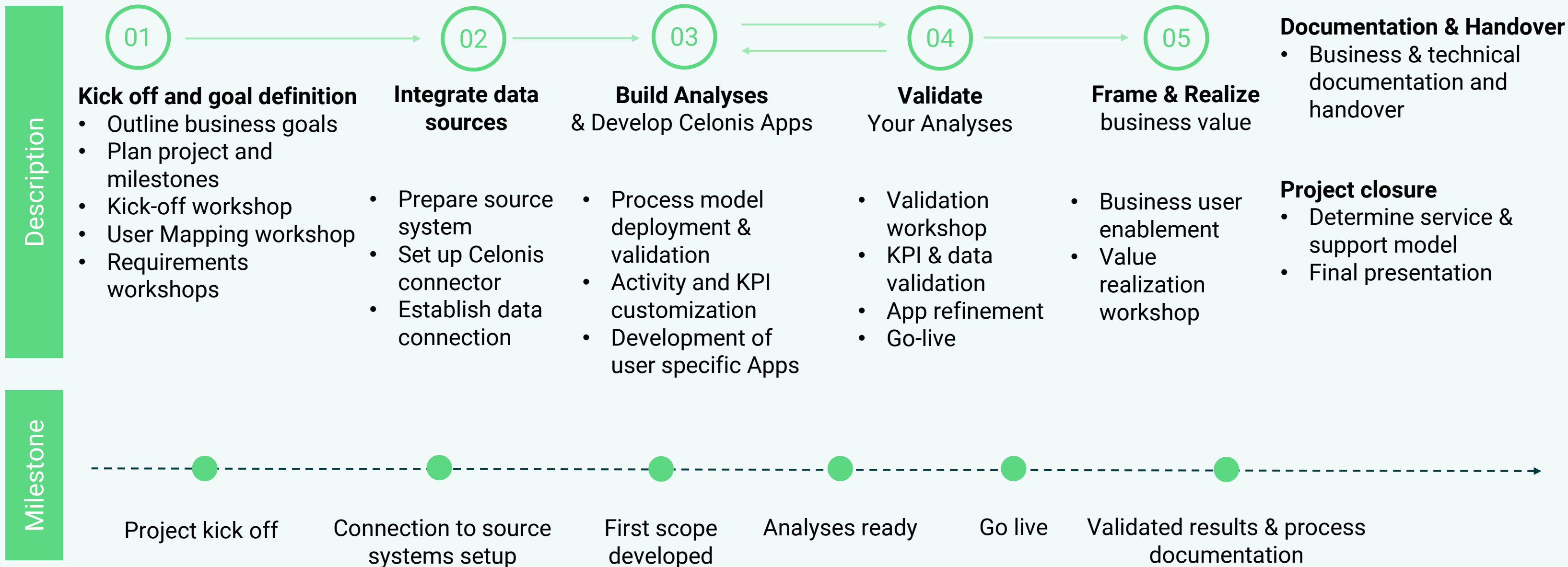
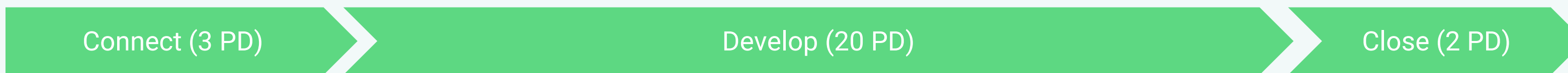
A benefit analysis showcasing identified savings in Order Management by analyzing and efficiently tackling bottle necks in the process

Assumptions #SO Items: 6.7M/year SO Value: \$ 3.9B FTE Costs: \$55k/year FTE Hours : 1800/year Gross Profit Margin: 14%

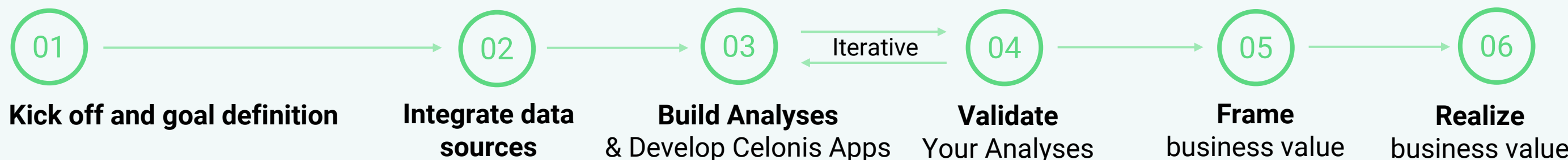
Objective	Opportunity	Description	Cash Value Identified
Labor Productivity	Manual Rework	Rework and changes cause significant manual effort. Resolve root causes such as outdated master data to increase labour productivity.	\$214K
	Automation	Use a data-driven assessment to identify automation potentials in your process.	\$122K
	EDI	Intelligently create new EDI connections and fully leverage existing ones.	\$68K
	Free-Text Requisitions	Minimize time spent in manual requisition operations and redirect employees' time to high value-added activities.	\$143K
Inventory Holding Costs	Early Deliveries	Minimize the impact of early deliveries on your inventory holding costs by automatically delaying baseline dates for affected invoices.	\$24K
	Late Deliveries	Reduce the inventory holding cost associated with safety stock that is kept because of frequent late deliveries.	\$17K
Spend Reduction	Material Prices	Minimize price increases and ensure that you and your vendors adhere to prices agreed upon in contracts.	\$1.20M
	Contract Usage	Decrease purchasing spend & ensure high spend under management by a high contract utilization.	\$1.73M
	Maverick Buying	Buyers circumvent the procurement department and create POs only after the purchase has been made and the invoice was issued.	\$702K
Annual Impact			\$4.22M
Working Capital	Early Deliveries	Minimize the impact of early deliveries on your working capital by automatically delaying baseline dates for affected invoices.	\$1.18M
	Late Deliveries	Free up capital that is tied up in safety stock and prevent delays in production which lead to later customer deliveries.	\$217K
One-time Impact			\$1.40M
Total Cash Value Identified			\$5.62M

Aimed at realizing efficiency gains, the Celonis Process Assessment also helps quantify them. Displayed above is an example which showcases identified savings in the process of order management within a big corporate.

The Celonis Process Assessment can be conducted within 25 project days for one selected process

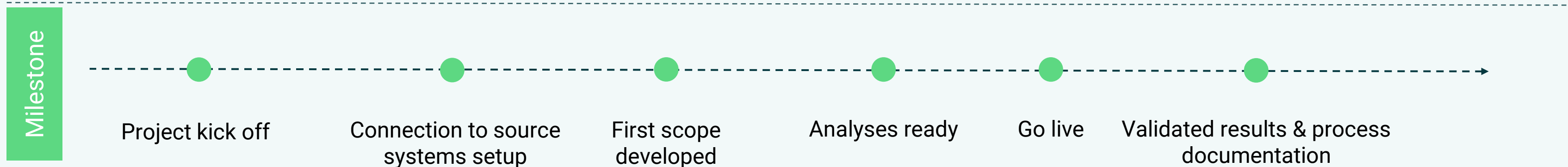


Keeping client involvement minimal, we help our clients realize business value and expansion opportunities

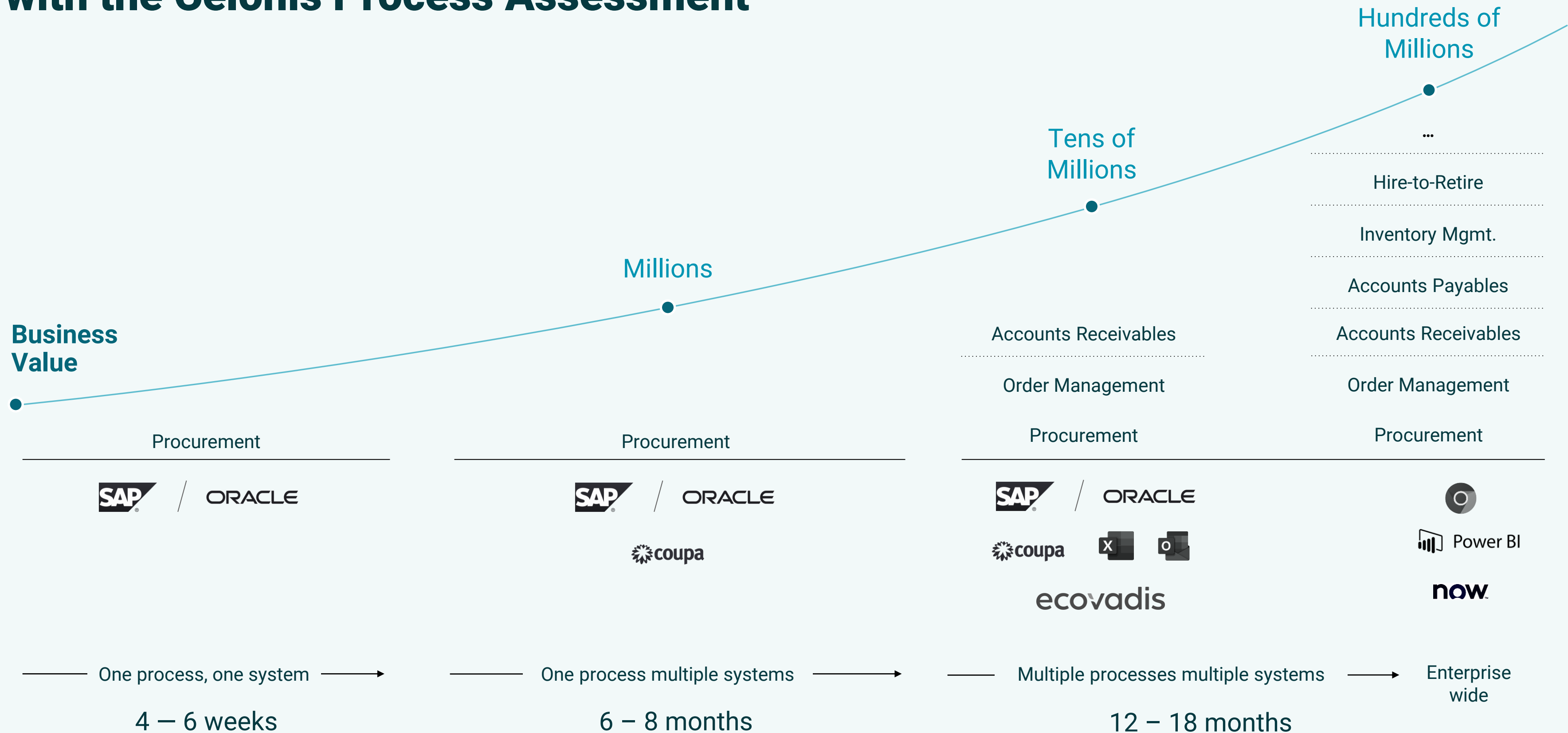


- Expansion**
- C4C+ Execution
 - Resell
 - Co-sell

Client	Process owner	1 PD	-	0.5 PD	0.5 PD	1 PD	1 PD	Σ 4 PD
	Process expert	0.5 PD	-	-	1 PD	2 PD	0.5 PD	Σ 4 PD
	IT	0.5 PD	1 PD	-	0.5 PD	-	-	Σ 2 PD
	Σ Client PD	2 PD	1 PD	0.5 PD	2 PD	3 PD	1.5 PD	Σ 10 PD
COMATCH	Σ Consultant PD	4 PD	5 PD	6 PD	3 PD	5 PD	2 PD	Σ 25 PD



Start small, drive significant value in a matter of weeks and scale infinitely with the Celonis Process Assessment



We recommend starting with one process and one system to drive out value as quickly as possible - from there, our customers typically scale very quickly, achieving hundreds of millions in value across the enterprise.



Consultant Profiles



Uwe Hartmann
Process Mining Expert

Consultant with 26 years of SAP experience, and 10 years of experience in Celonis Process Mining & ERP.

Highlights:

- CIO for the DE, AT & SI regions at ABB for over 3 years with 11 years of experience in the **management of an ERP department**, and **SAP implementation** for several countries
- Expertise in process mining with a focus in **E2E process optimisation and ERP/SAP Transformation support**. Core competencies include Risk Management and IT Service Management through Celonis



Benoit Mazzetti
Digital Transformation Expert

Project manager with experience in process optimisation, growth strategy, digital transformation & due diligence.

Highlights:

- 9 years of consulting experience – former project manager with Roland Berger Strategy Consultants, now freelance
- Expertise in **digital roadmap and strategy, process optimisation, and business planning**
- Along with his expertise in **digital transformation** and **process management** Benoit also brings with him an understanding of Celonis, UiPath and other process mining tools

Pricing of the product

PROJECT PHASE	EFFORT ESTIMATION	COST ESTIMATION (€)
Kickoff and goal anticipation	4 PD	6.000
Integrate data sources	3 PD	4.500
Build analyses	3 PD	4.500
Validate your analyses	6 PD	9.000
Frame business value	5 PD	7.500
Realize business value ¹	4 PD	6.000
Cost estimate	25 PD²	37.500

No additional license costs for C4C+

¹We support in realizing business value. It goes hand in hand with the customer.

²Inclusive of 5 PD for Project Management.