

#MBS19  
22.-23. Oktober  
Messe Frankfurt



Microsoft Business Summit

# Shared Intelligence

# Von Prozessoptimierung bis Liefertracking: Celonis verwandelt Prozesse mit KI in außergewöhnliche Erlebnisse

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# Agenda

 Vorstellung Celonis

 Was ist Process Mining?

 Live-Demo

 Prozesse und Anwendungsfälle

 Partnerschaft

 Fragen & Antworten



# Hi, we're Celonis.



We turn **processes** into **extraordinary experiences** for everyone.

We're pioneers in **Process Mining** who have turned this incredible technology into an enterprise-grade, cloud-based solution: **The Intelligent Business Cloud**.

Today, leaders from every industry use the Celonis Intelligent Business Cloud to **discover**, **enhance**, and **monitor** processes, so they can accelerate enterprise performance.

We're a global company headquartered in New York and Munich with offices around the world.

**100+%**

growth YoY

**2000+**

enterprise deployments

**\$100M+**

in sales

**700+**

employees



# Branchenübergreifender Kundenerfolg

## Manufacturing



## High Tech



## Telco



## Oil, Gas, & Energy



## Consumer, Retail, Wholesale



## Pharma & Chemicals



## Financial Services & Insurance

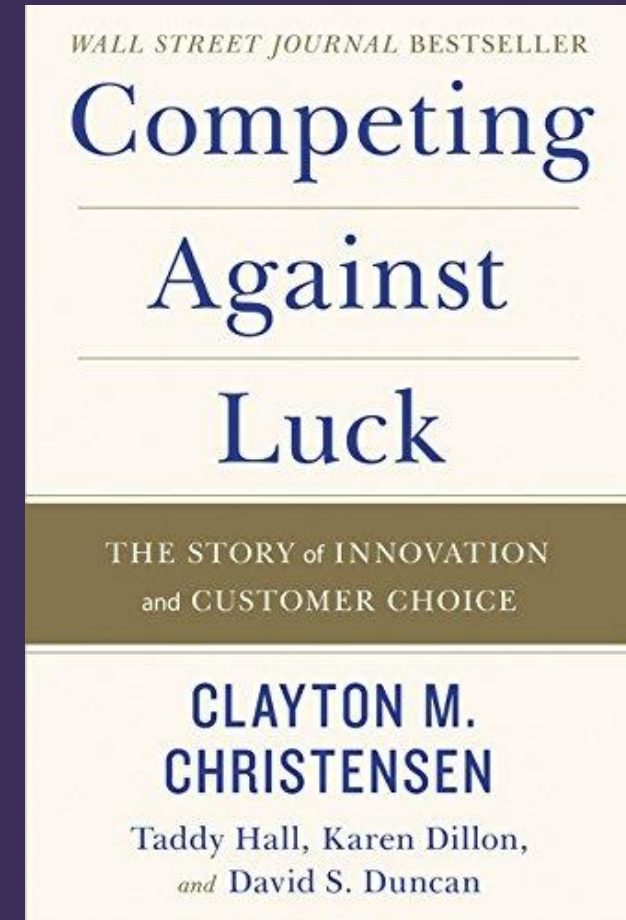


## Aerospace & Defense

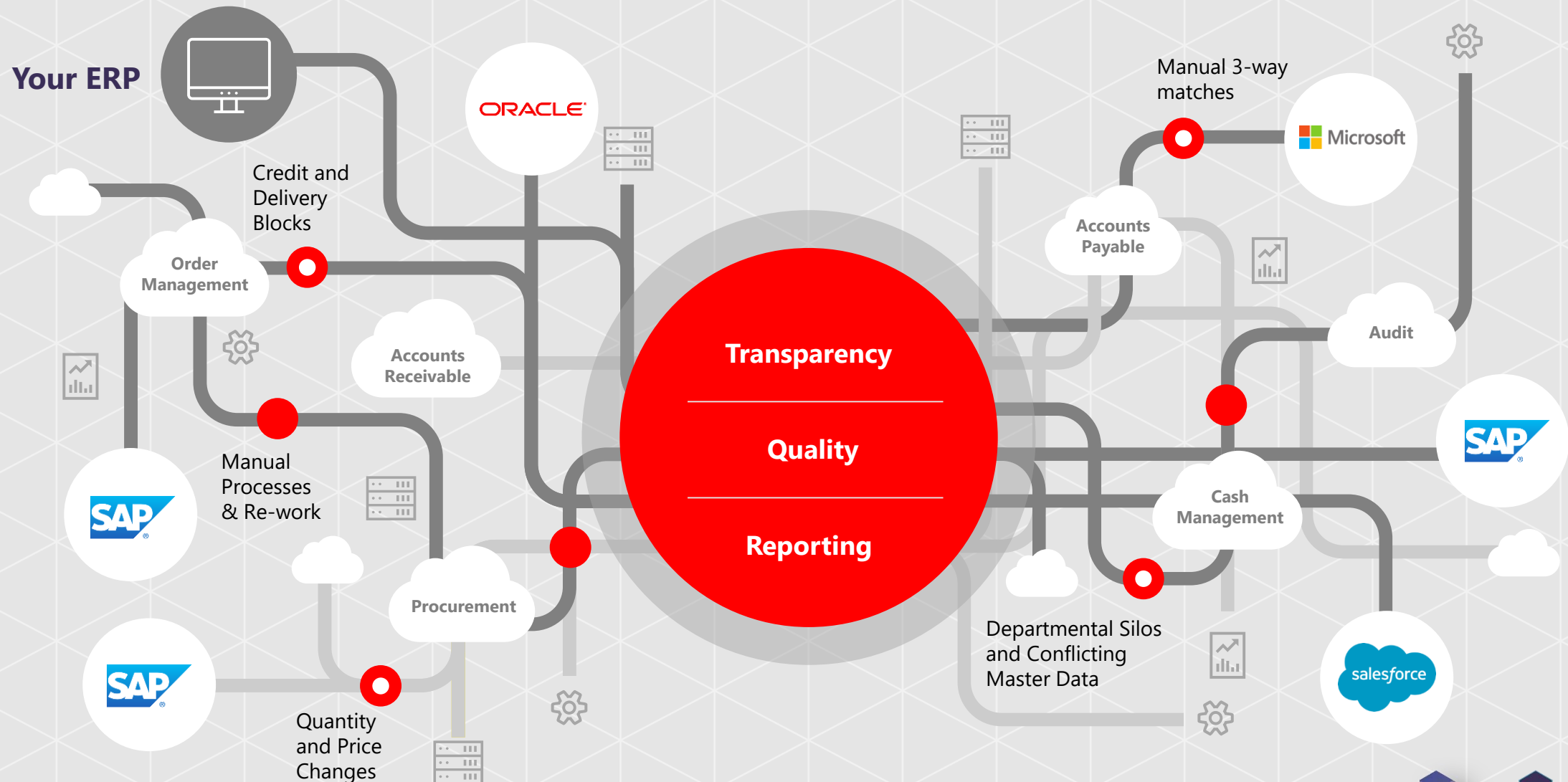


„Processes are invisible from a customer’s standpoint – but the results of those processes are not. Processes can profoundly affect whether a customer chooses your product or service in the long run“

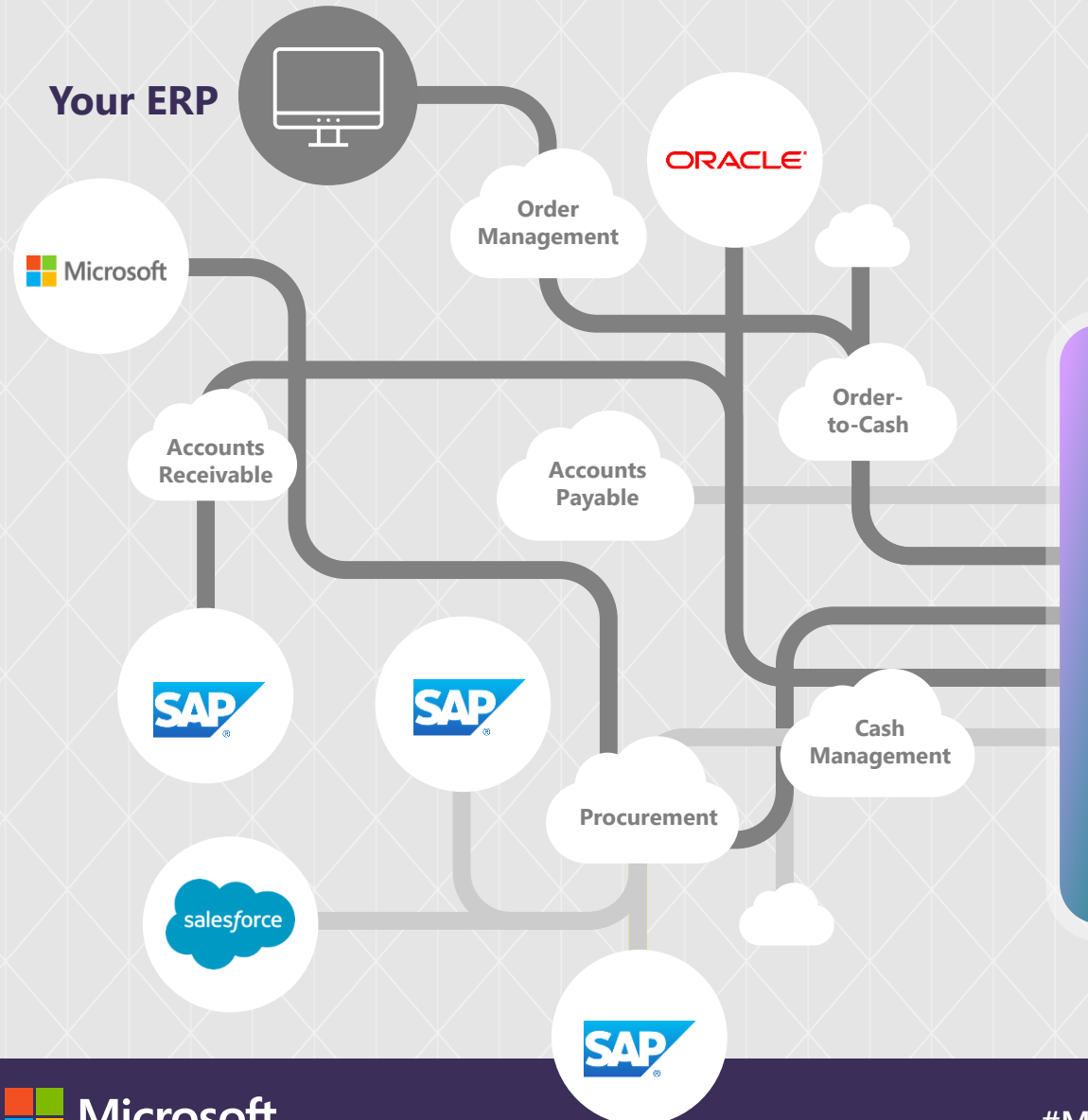
Clayton M. Christensen  
Competing Against Luck



# Reibung: Komplexität und uneinheitliche Systeme



# Reibungslose Prozesse



ENTERPRISE PERFORMANCE ACCELERATOR

# Finanzielle Wertschöpfung

Visualization  
of the actual  
processes



AI-powered  
root cause analysis  
& improvement



Optimized  
Working Capital

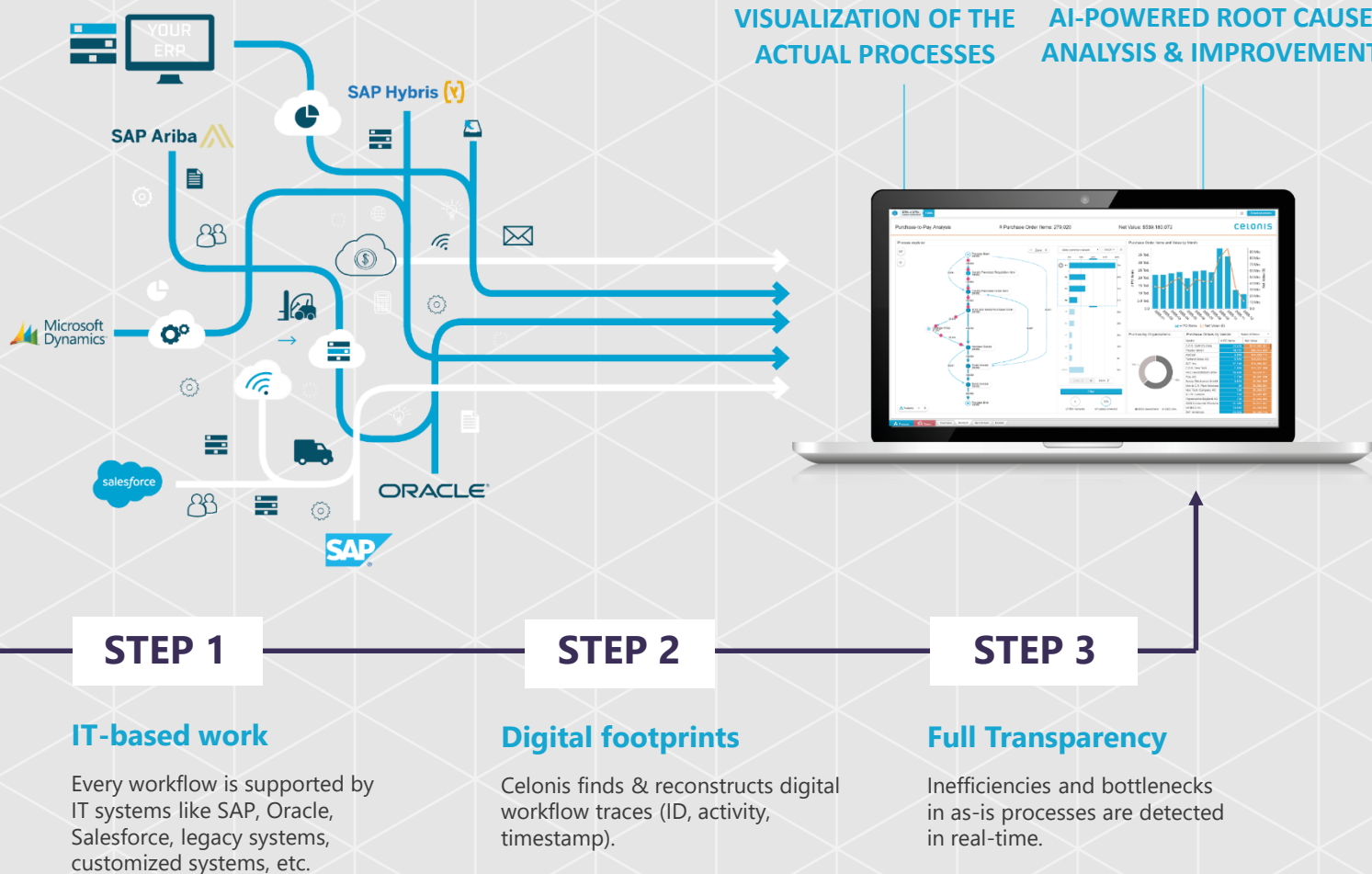
High  
Productivity

Speed &  
Fulfillment



# CELONIS PROCESS-MINING-TECHNOLOGIE

## GRUNDLAGE EINER INTELLIGENTEN BUSINESS-CLOUD



# Wirkung erzielen durch Beschleunigen von Prozessen



Analyst

## Discover

Capture digital footprints

Visualize processes

Understand root causes



Data engineer

## Connect

To source systems

Transform data to event logs

Enable real-time connections

Business Users

## Enhance

Automate tasks

Suggest intelligent actions

Proactive process interventions



Executives and Managers

## Monitor

Track key metrics

Benchmark continuously

Process conformance



Rollenspezifische Funktionen ermöglichen schnelle Einführung



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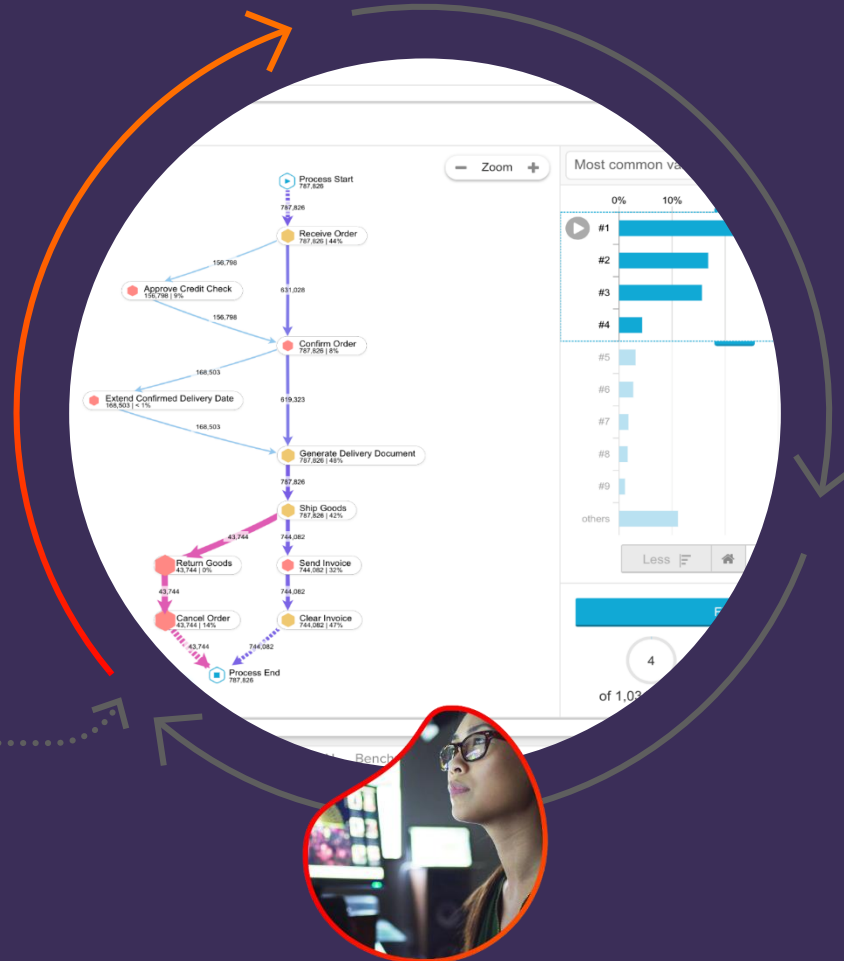
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#MBS19

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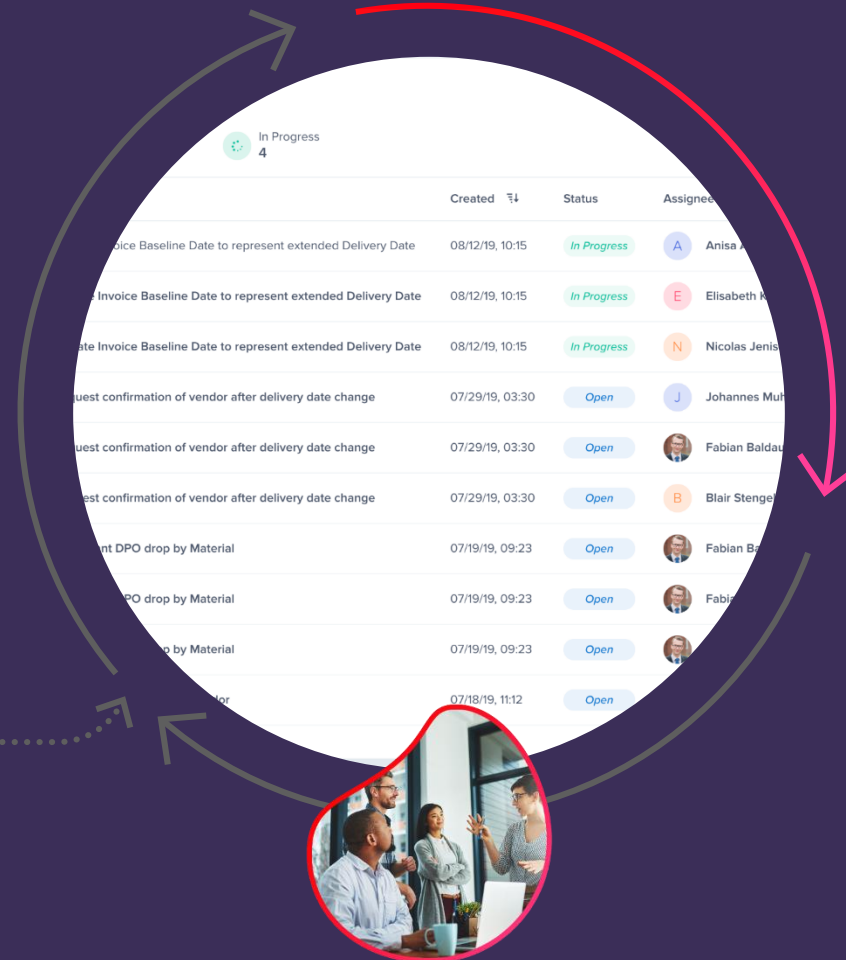
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# Die intelligente Business-Cloud von Celonis

## Live-Demo





# Branchenspezifischer Prozess: Dropshipping

The Dropshipment process is one of the core internal processes for retail companies.

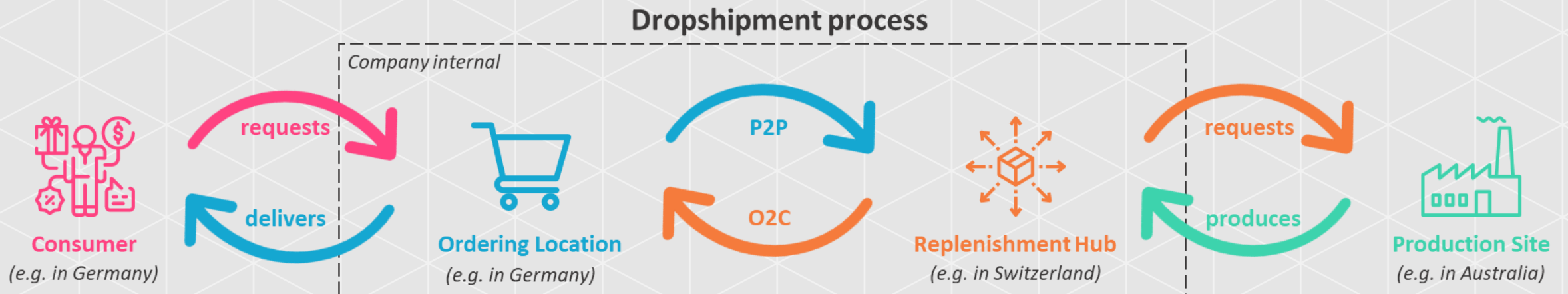






ABB:

P2P, O2C & Production

- Thousands of annual CI Projects
- 3500 Celonis with 250+ Usecases
- 20% On time Delivery



Lufthansa Cityline:

Technik & GroundOps

- Promote - Operational Excellence Programme
- First flight of the Day
- Turnaround Bottlenecks

## RELEVANT USECASES



Uber: Customer Service

- Analyze 52 million customer tickets for 1.3 billion rides quarterly
- decreasing ticket resolution times



Deutsche Bahn AG:

Procurement & Finance

- Realizing Cash discounts
- Identify Invoices without PO Reference



# Partnerschaft Microsoft & Celonis



# Partnerschaft Celonis & Microsoft

*Von Prozessoptimierung bis Liefertracking: Celonis verwandelt Prozesse mit KI in außergewöhnliche Erlebnisse*

Wie unterstützt uns hierbei unsere Partnerschaft mit Microsoft?



Gemeinsame  
Partner für Kunden



Technische  
Zusammenarbeit



Innovative  
Use Cases



# Partnerschaft Celonis & Microsoft



## Gemeinsame Partner für Kunden

- Celonis & Microsoft als gemeinsame Innovationspartner
- Ganzheitliche Unterstützung der Kunden im Rahmen der „digitalen Transformation“



## Technische Zusammenarbeit

- Ziel: „Plug & Play“ durch Konnektoren zu Microsoft-Systemen
- Optimierung der Anbindung der Geschäftsprozesse

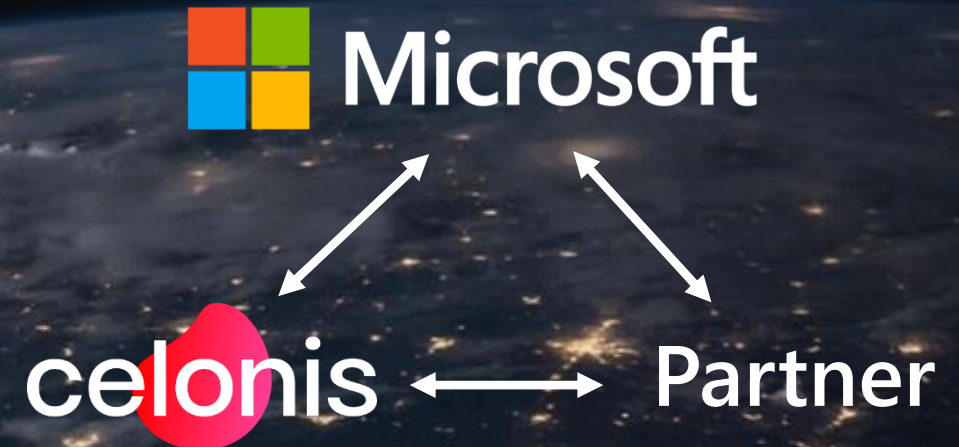


## Innovative Use Cases

- Entwicklung innovativer, branchenspezifischer Use Cases
- Beispiel: Versenden von Celonis identifizierten Action Items in Microsoft Teams



# P2P: THE ECOSYSTEM OPPORTUNITY



# Get in contact

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Munich



Join the

# Superfluid Enterprise



# Noch Fragen?



# Feedback

Ihr persönliches  
Feedback ist uns  
wichtig!

Bitte geben Sie  
Ihr Feedback per  
Business-Summit-  
App.





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