

Telco customers

The background of the slide is a complex, abstract pattern. It features a series of overlapping, wavy lines that create a sense of depth and movement. These lines are composed of numerous small dots, which are more densely packed in some areas and more sparse in others. The overall effect is a textured, almost topographical landscape that flows from the left towards the right, where it appears to recede into the distance.

Full-spectrum process excellence throughout the telecommunications sector



7 of the Top 10 Global Telcos By Revenue

Rely On Celonis To Power Their Operations

“

You should be exploring Process Mining.”



“

Celonis... the market leader in process mining

– Market Guide For Process Mining 2019

Gartner.

”

Delivering telecommunications value



Deutsche Telekom

KEY BUSINESS OUTCOMES

- **\$45M in cash discounts** by prioritization of blocked invoices
- **\$3.4M worth duplicates identified**
- **\$13M efficiency savings** by increasing the no-touch rate up to 86%

Vodafone

KEY BUSINESS OUTCOMES

- **11% reduction** in procurement process cost
- **20% faster time to market**
- **73% to 96% perfect PO rate**
- **13% to 85% touchless invoice rate**

Customer stories

The background of the slide features a complex, abstract pattern of thin, wavy lines and small dots. These elements create a sense of depth and movement, resembling a stylized landscape or a data visualization. The lines and dots are arranged in a way that suggests a flow or a path, with some areas being more densely packed than others. The overall effect is a modern, artistic, and somewhat futuristic aesthetic.



Procure to Pay

10+

Source systems connected
to the Celonis EMS

\$ 73M+

Savings realized by
optimizing the AP/P2P
process





Procure to Pay

"The vision I have is that in five years' time, nobody will need to touch our transactional systems unless Celonis suggests it."

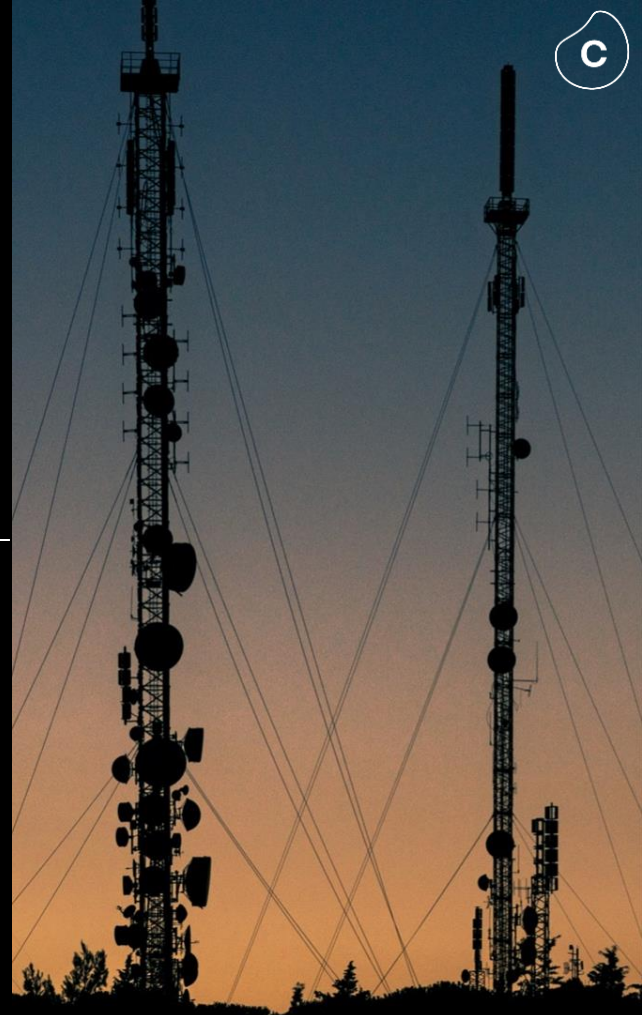
Peter Tasev, Senior VP of Procure-to-Pay, Deutsche Telekom Services Europe

€10M+

Saved in Procurement in 2019

96%

Cash discount rate





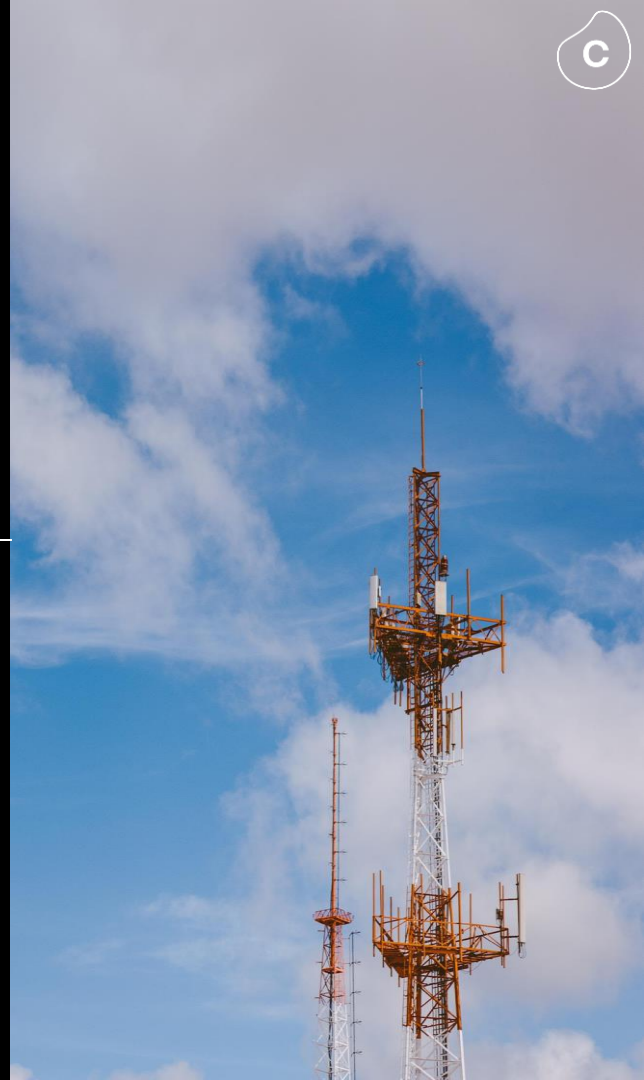
Purchase-to-Pay

25%

reduction in late payments invoices
number by
using Action Flows that alerts
affected users

"We really find this tool **innovative, powerful and adaptable**.
It is also easy to use and very ergonomic. This is a prerequisite
for complex and high-volume processes."

Olivier Petrot
Data Finance Expert





+72%

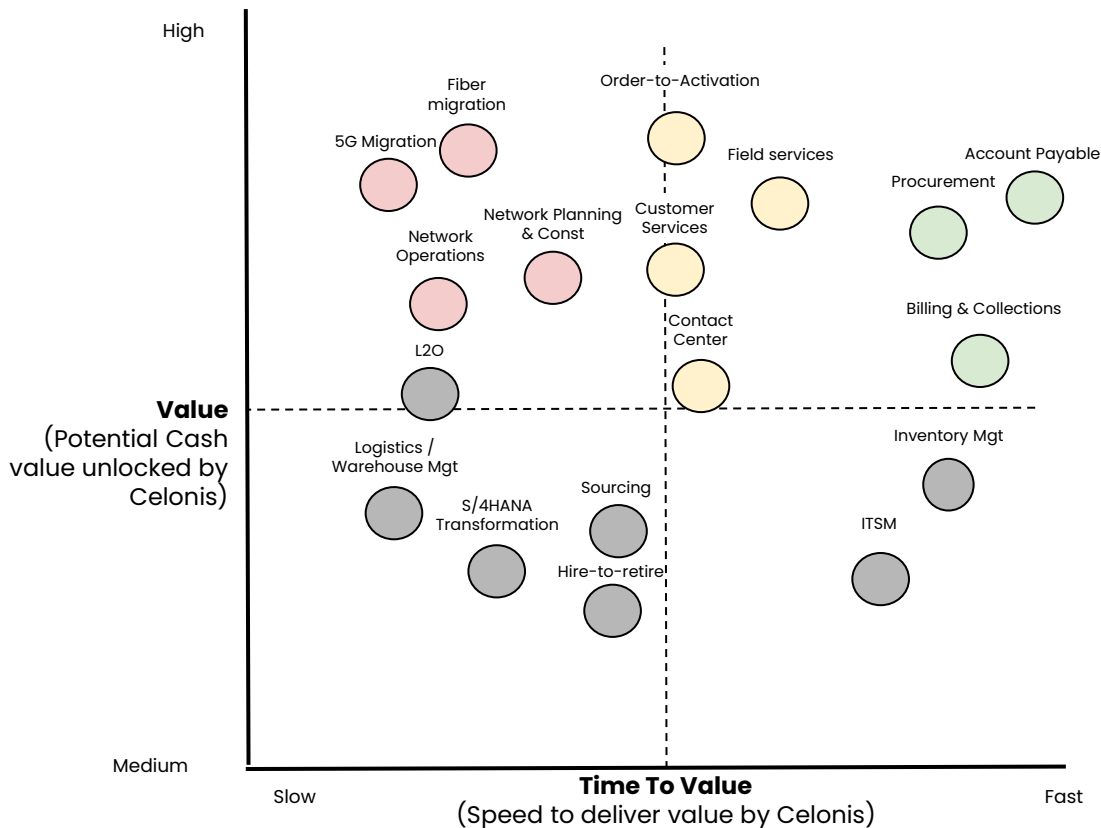
Increase in Touchless Invoice
Rate

~70%

reduction in ticket
resolution time



Telco process segmentation by value opportunity & speed to deliver



Wave 1 - Now

Wave 2 - Next

Wave 3 - Beyond