

A man with glasses and a beard, wearing a grey sweater and a headset, is sitting at a desk in a call center. He is gesturing with his hands while talking on a computer. The background shows a modern office environment with bookshelves and a desk lamp.

**How Celonis Supports  
You & Your Business  
in the Time of COVID-19**

# **Accounts Payable Use Cases**



# COVID-19 Has Impacted the World Celonis is Here to Help

We've launched powerful new solutions to help stabilize our customers' businesses

We're here to help you ensure:



**Cash  
Liquidity**



**Supply Chain  
Reliability**

Through **data-driven insights** so you can  
**keep your business running optimally**

**How it works:**

**Celonis**  
contacts you

Alignment call  
between **you**  
and **Celonis**

**Celonis** deploys  
Analysis

Feedback loops  
between **you**  
and **Celonis**

**You** leverage  
the Analysis



**-26%**

Drop in the S&P 500 from  
beginning of year through  
March 19

Source: Marketwatch 2020



**\$660B**

In payouts to all American  
adults to stimulate the  
economy

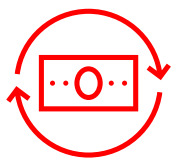
Source: The New York Times



**26**

EU countries pursuing 30-day  
nonessential international  
travel ban

Source: CNBC Europe



COVID-19 Customer Care

# Accounts Payable

# Cash Flow Optimization & Cash Discount Due Dates



## Challenge

Achieve **full visibility into your liabilities** to gain overall control over your entire cash flow.

The current situation has a major impact on the cash flow of every company. **Ensuring liquidity is crucial to avoiding financial insolvency.**

Problems:

- Loss of liquid cashflow
- Inflexible fixed costs to pay
- Revenue reduction

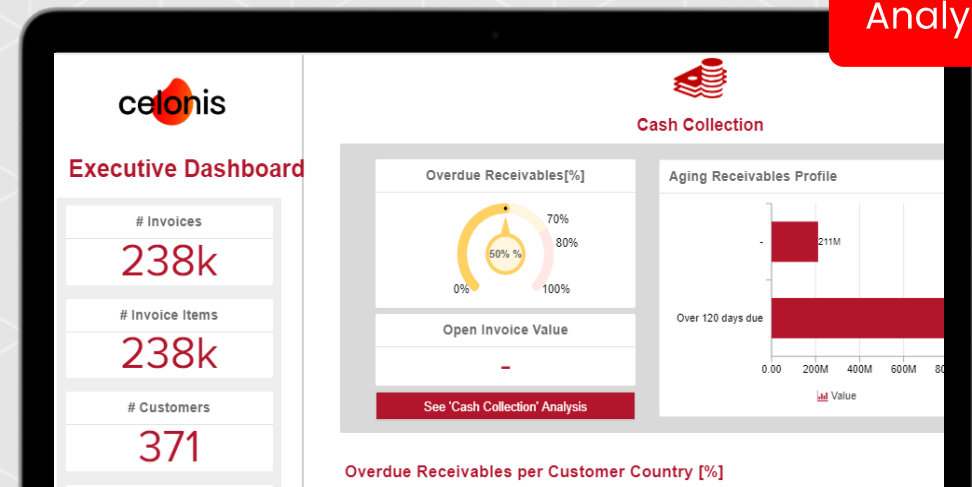


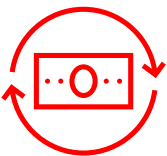
## Solution

**Data-driven transparency provides critical insights:**

- What are my current liabilities and related payment conditions?
- How can I increase cashflow: Compare cash discount due date with regular invoice due date: suspend payment by cash discount due date
- What are the best payment conditions from my suppliers?

Analysis





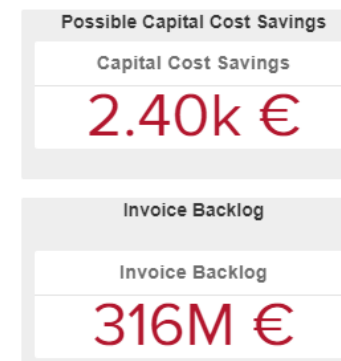
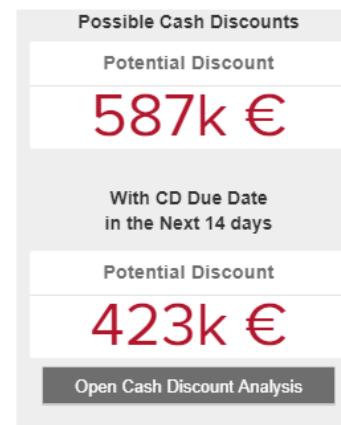
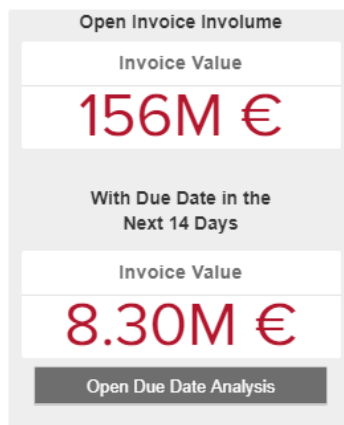
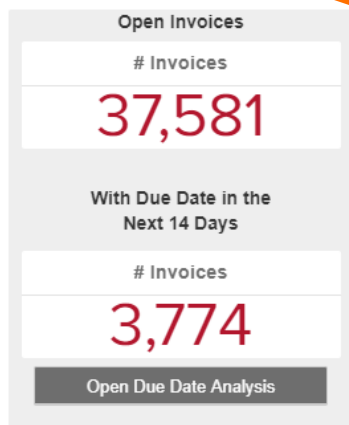
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# Accounts Payable

# Prioritization of Open Invoices



Overview of most relevant KPIs like **Open Invoice Volume** and **Possible Cash Discounts** in total and by timeframe



**celonis**

Executive Dashboard

Please Enter the Time Horizon (in Days):

14

Filter by Organization:

System

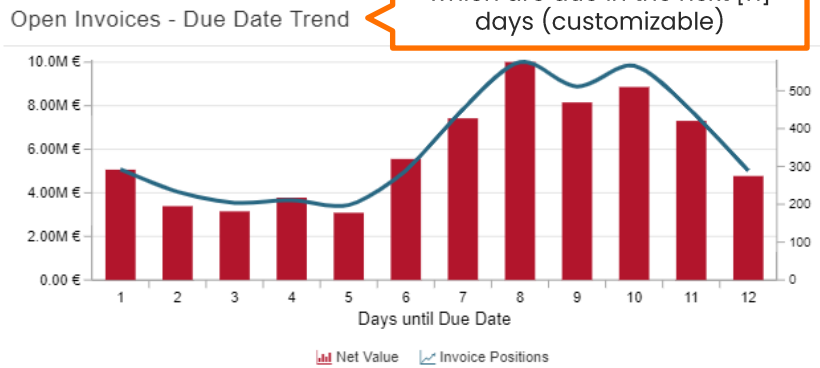
Company Code

Trading Partner

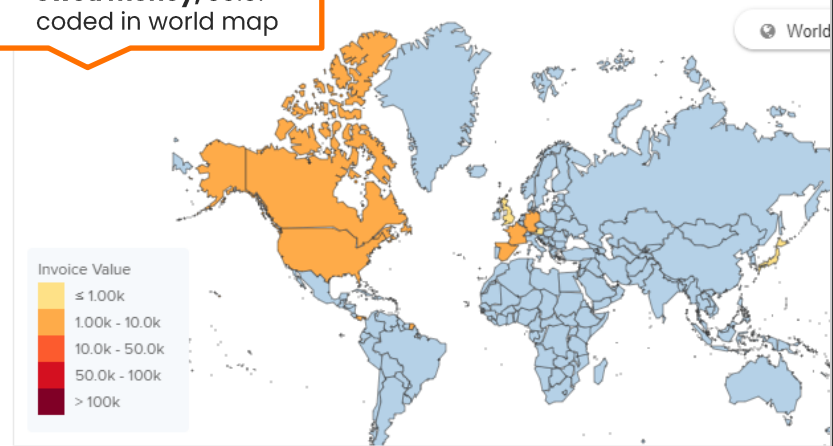
Vendor

Customize forecast to the next [n] days, filter by region, company code, intercompany invoices, etc.

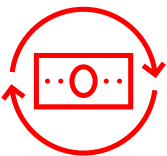
Overview of open invoices which are due in the next [n] days (customizable)



Overview of suppliers owed money, color-coded in world map







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# Accounts Payable

# Prioritization of Open Invoices



# Invoices with CD	Invoice Value with CD	Potential Discount	Potential Capital Cost Savings	# Invoices w/ Block	Invoice Val
33.5k	423k €	587k €	2.40k €	746	2.94

**1** Select Relevant Characteristics in the Filter

**2** Select Time Horizon

**3** Select Interest Rate

**4** Get an Overview of Upcoming Cash Discounts and their Liquidity Impact

Open Details for Cash Discounts

### 4 Open Cash Discounts

Get a **quick overview of possible cash discounts** due in the next [n] days

Days until CD Due Date	Cash Discount	Invoice Value
12	324k €	
10	324k €	
4	124k €	
3	182k €	
6	211k €	
8	270k €	
9	178k €	
5	194k €	

**1** Filter by Organization:

System

Company Code

Trading Partner

**1** Filter by Invoice Information:

Document Type

Payment Block Key

Country

Vendor

Invoice Value

### Drilldown by Vendor

Vendor	Invoice Value	Possible Cash ...	Days until Cash Disc...	Days until Due Date	Extension Days
0000001234 - K.F.W. Berlin	5,811€	690 €	115	142	-
0000001095 - Lopez S.A.	7,497€	187 €	29	56	-
0000001075 - Tiefland Glass AG	358€	125 €	170	197	-
0000001033 - Walldorf Grosshandel	21€	117 €	225	252	-
0000001075 - Tiefland Glass AG	4,263€	112 €	-109	-82	-
0000001075 - Tiefland Glass AG	21€	111 €	-108	-81	-
0000001000 - C.E.B. BARCELONA	4,758€	108 €	185	212	-
0000003819 - Tucker Industries	4,446€	103 €	-109	-82	-
0000003819 - Tucker Industries	358€	103 €	223	250	-
0000001033 - Walldorf Grosshandel	3,916€	103 €	120	147	-
0000003819 - Tucker Industries	21€	102 €	225	252	-
0000003819 - Tucker Industries	6,243€	100 €	225	252	-
0000001011 - SKF Americas	6,104€	99 €	-82	-55	-
0000003819 - Tucker Industries	5,240€	96 €	-82	-55	-
0000001075 - Tiefland Glass AG	4,609€	95 €	170	197	-

**Process overview** of backlog and future open invoices

Drilldown into **delivery volume** by Customer, Material, Company Code, Plant. **Compare cash discounts vs. liquidity impact**, and capital cost savings if cash discount is not realized.