

Spearheading business breakthroughs for our customers.

Meet Your **Celonis Business Value Architect**

What is a Business Value Architect?

A Business Value Architect (BVA) works alongside our customers and Celonis project team to drive measurable business value and accelerate adoption. A BVA acts as an extension of your internal team to help drive change and realize savings and business impact.

Overcome Challenges

Improving processes is the first step to help you – our customer – capture a much bigger opportunity to increase and maximize the execution capacity of your entire business.

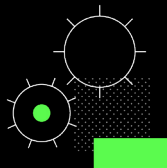
The problem is that most companies are not running at their maximum potential. The evidence is everywhere. You might ask:

How do I...



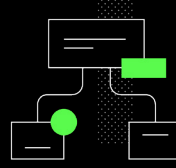
Value Realization

Realize value on a continuous basis, beyond initial “quick wins”?



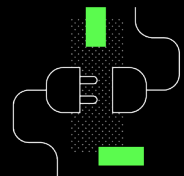
Adoption

Drive adoption across my entire organization?



Change Management

Accelerate change management by preparing the organization for change?



Enablement

Get the help I need to successfully execute on improvement opportunities?

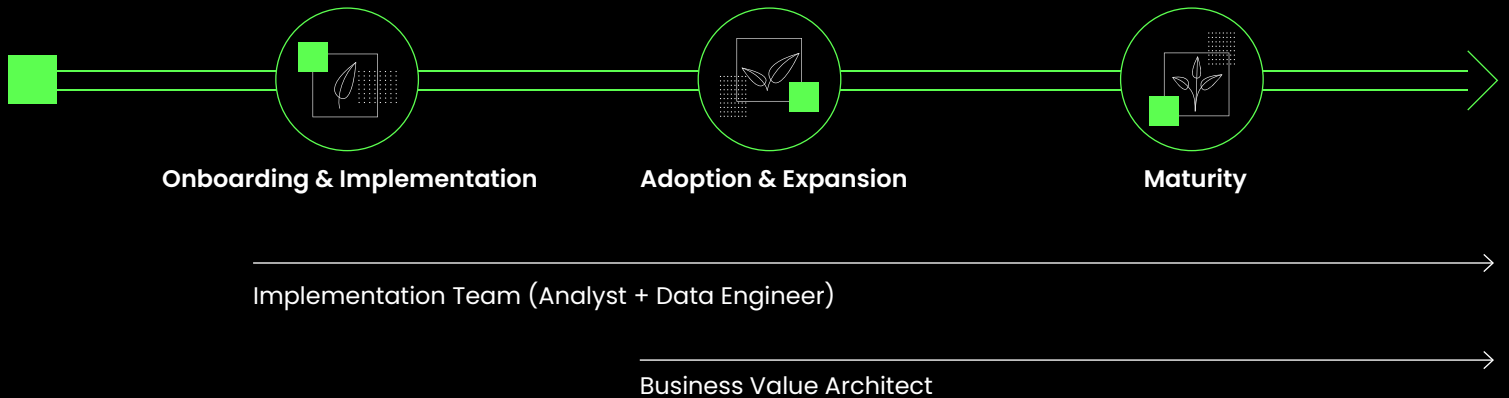
Engage an Expert

To help you achieve your strategic goals and translate them into high-impact improvements, a BVA offers a high level of expertise including:

- 1 Experience in Management Consulting and Process Improvement
- 2 Value: Strong analytical skills to analyze business problems, build business case models, and execute solutions
- 3 Adoption: Strong communication skills to advocate change management and facilitate workshops with large groups of users
- 4 Product: A deep knowledge in Celonis product features to analyze a process and configure simple KPIs and dashboards

A BVA Accelerates Your Journey

A BVA can best navigate and identify opportunities for improvement once implementation is complete. They will support you as you adopt, expand, scale, and mature your processes.

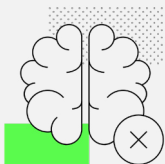


BVA Services Driving Rapid Results

Frame	Realize	Sustain
\$15M of opportunities identified in 3 weeks to improve working capital and reduce spend for O2C process	79% Reduction in hundreds of thousands of Manual Invoice Changes in 1 month for an AP process	Path to Value Embedded Celonis into the continuous improvement methodology for a manufacturing company

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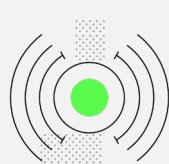
Resource Engagement

1 - 5 Days / Week



Contract Duration

3, 6, 9, 12 months



Location

Onsite or Remote