

# Execution Management Strategy: Celonis EMS Platform Expansion

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## Executive Summary: EMS Market Opportunity

The Execution Management System market represents a \$25B opportunity growing at 35% CAGR. Celonis can capture 40% market share through platform expansion and AI-enhanced capabilities.

EMS Segment	Market Size 2025	Growth Rate	Celonis Position	Revenue Potential
Process Intelligence	\$8.2B	+32%	Leader	\$450M ARR
Task Mining	\$4.5B	+45%	Emerging	\$280M ARR
Process Automation	\$7.8B	+38%	Developing	\$420M ARR
AI-Powered Execution	\$4.5B	+55%	Early Stage	\$250M ARR

## EMS Platform Roadmap 2025-2027

Phase	Timeline	Key Capabilities	Development Investment	Revenue Target
Phase 1: Foundation	Q1-Q2 2025	<ul style="list-style-type: none"><li>Enhanced process discovery</li><li>Basic task mining</li><li>Process performance analytics</li></ul>	\$15M	+\$80M ARR
Phase 2: Integration	Q3-Q4 2025	<ul style="list-style-type: none"><li>Advanced task mining</li><li>Automation recommendations</li><li>Multi-system orchestration</li></ul>	\$22M	+\$120M ARR
Phase 3: Intelligence	Q1-Q2 2026	<ul style="list-style-type: none"><li>AI-powered predictions</li><li>Prescriptive automation</li><li>Real-time execution monitoring</li></ul>	\$28M	+\$180M ARR
Phase 4: Autonomous	Q3-Q4 2026	<ul style="list-style-type: none"><li>Self-healing processes</li><li>Autonomous optimization</li><li>Cognitive process management</li></ul>	\$35M	+\$250M ARR

# Technical Architecture & Capability Development

Technology Component	Current State	Target State	Technology Stack	Team Requirements
Process Discovery	Advanced	AI-enhanced	Machine learning, process algorithms	8 ML Engineers
Task Mining	Basic	Comprehensive	Computer vision, NLP, RPA integration	12 AI Engineers
Execution Engine	Limited	Enterprise-grade	Microservices, event-driven architecture	15 Backend Engineers
AI Predictions	Early Stage	Advanced	Deep learning, time series analysis	10 Data Scientists

## Industry-Specific EMS Solutions

Industry	Key Processes	Solution Complexity	Market Size	Development Priority
Manufacturing	Supply chain,	High	\$4.2B	HIGH

	quality control, production			
<b>Financial Services</b>	Loan processing, compliance, customer onboarding	Very High	\$3.8B	HIGH
<b>Healthcare</b>	Patient journey, claims, clinical operations	High	\$2.9B	MEDIUM
<b>Retail &amp; CPG</b>	Order-to-cash, inventory, customer service	Medium	\$2.1B	MEDIUM

# Partner Ecosystem Development

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Partner Type	Current Coverage	Target Expansion	Revenue Contribution	Strategic Importance
System Integrators	Limited (Accenture, Deloitte)	Global top 20 SIs	35% of enterprise deals	VERY HIGH
Technology Partners	SAP, Salesforce, ServiceNow	Microsoft, Oracle, Workday	25% cross-sell revenue	HIGH
Automation Partners	Basic RPA integration	Deep UiPath, AA, BP partnerships	20% deal acceleration	HIGH
Industry Specialists	Limited	Vertical-specific consultants	15% vertical growth	MEDIUM

# Investment Allocation & ROI Projections

Investment Area	2025-2026 Budget	Expected ROI	Payback Period	Key Success Metrics
Platform R&D	\$65M	4.8x	18 months	EMS adoption >60% of customers
AI/ML Development	\$35M	5.2x	15 months	AI feature usage >45%
Partner Ecosystem	\$25M	3.8x	20 months	Partner-sourced revenue >40%
Go-to-Market	\$45M	3.5x	22 months	EMS ARR growth >75% YoY

# Risk Assessment & Mitigation

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Risk Factor	Probability	Impact	Mitigation Strategy	Contingency Plan
Technical Complexity	High	High	Phased rollout, expert hiring, partnerships	Focus on core process intelligence
Competitive Response	Medium	High	Accelerate platform differentiation	Strengthen industry vertical focus
Customer Adoption	Medium	Medium	Change management programs, success stories	Simplify implementation, reduce TCO
Integration Challenges	High	Medium	API-first approach, pre-built connectors	Partner with system integrators