



Gain Deeper Insights into your LtO Process with Process Mining



Order management is the backbone of any business. However, achieving operational excellence isn't easy because it requires total transparency across functional departments — many of which are customer-facing. With multiple stakeholders operating across a complex process architecture inefficiencies are often undetected.

Powered by AI, process mining enables enterprises to leverage root cause analysis to identify bottlenecks and redesign processes based on fact. This empowers the organization to reduce process inefficiencies, performance dips, and revenue leakage.

Software AG's ARIS Process Mining is the first commercial process mining solution on the market designed to simplify the connected world. Combined with Persistent's strength in Digital Engineering, the LtO Solution Accelerator enables enterprises to quickly unlock the value in their LtO process data with five big benefits:



Reduce Revenue Loss

Enhances cash flow and working capital while avoiding unnecessary costs.



Increase Productivity

Decreases the duration of the Lead-to-Order (LtO) process, improves resource use, and reduces delays caused by paperwork.



Accelerate Opportunity Closure

Leverages analytics to streamline the LtO process for 50% quicker opportunity closure and incorporates automation for efficiency.



Enhance Customer Satisfaction

Speeds up customer conversions, minimizes the need for repeated estimates, and fosters transparency with customers.



Drive Automation for Excellence:

Promotes higher process sophistication, integrates process insights into comprehensive business intelligence, and supports organizational transformation initiatives.

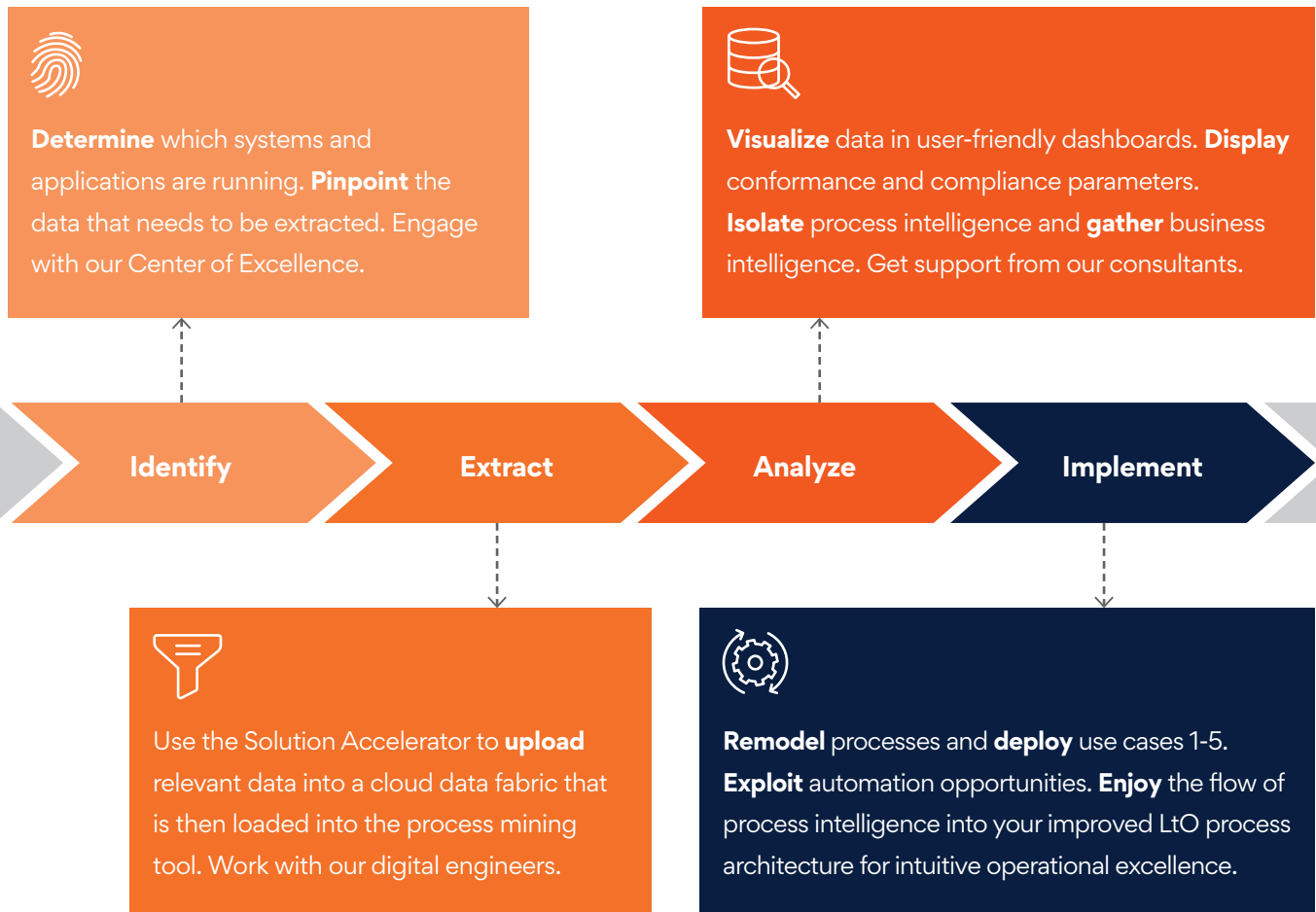
Optimize and Automate for Operational Excellence

With the LtO Solution Accelerator

The LtO Solution Accelerator enables companies to extract the data held in disparate, proprietary systems, create a data ingestion pipeline, and load that data into the ARIS Process Mining tool. With total transparency across your enterprise architecture, dashboards empower LtO stakeholders (business and IT) to perform:

- 1. Opportunity Analysis:** Track the three most important KPIs (end-to-end duration of opportunity, time to process paperwork, time to allocate resources) against business opportunities.
- 2. Opportunity Lifecycle Analysis:** Make real-time adjustments to the opportunity process and measure improvements before automating around process excellence.
- 3. Paperwork-to-Deal Closure Analysis:** Identify what percentage of paperwork is completed over a given period. Optimize processes around these insights.
- 4. Revenue Leakage Analysis:** Correlate the impact of process delays to a monetary value.
- 5. Process Compliance Analysis:** Model process variations to assess your process compliance rate.

Deploying the LtO Solution Accelerator: 4 Steps to Success





Technical Spec.

The LtO Solution Accelerator

- / Integrates with key enterprise systems and applications (Salesforce, Oracle Fusion, Homegrown Systems, Freshworks, ServiceNow, Success Factors).
- / Can be scaled to include wider deployment of ARIS BPA (Business Process Analysis).
- / Uses API automation / webMethods.io connectors for data ingestion pipeline.
- / Requires professional service consultancy and implementation.
- / Requires purchase of ARIS process mining license.
- / Available for hybrid / cloud deployment.

See
Beyond,
Rise
Above

About Persistent

With over 23,000 employees located in 21 countries, Persistent Systems (BSE & NSE: PERSISTENT) is a global services and solutions company delivering Digital Engineering and Enterprise Modernization. As a participant of the United Nations Global Compact, Persistent is committed to aligning strategies and operations with universal principles on human rights, labor, environment, and anti-corruption, as well as take actions that advance societal goals. With 268% growth since 2020, Persistent is the fastest-growing Indian IT Services brand according to Brand Finance.

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