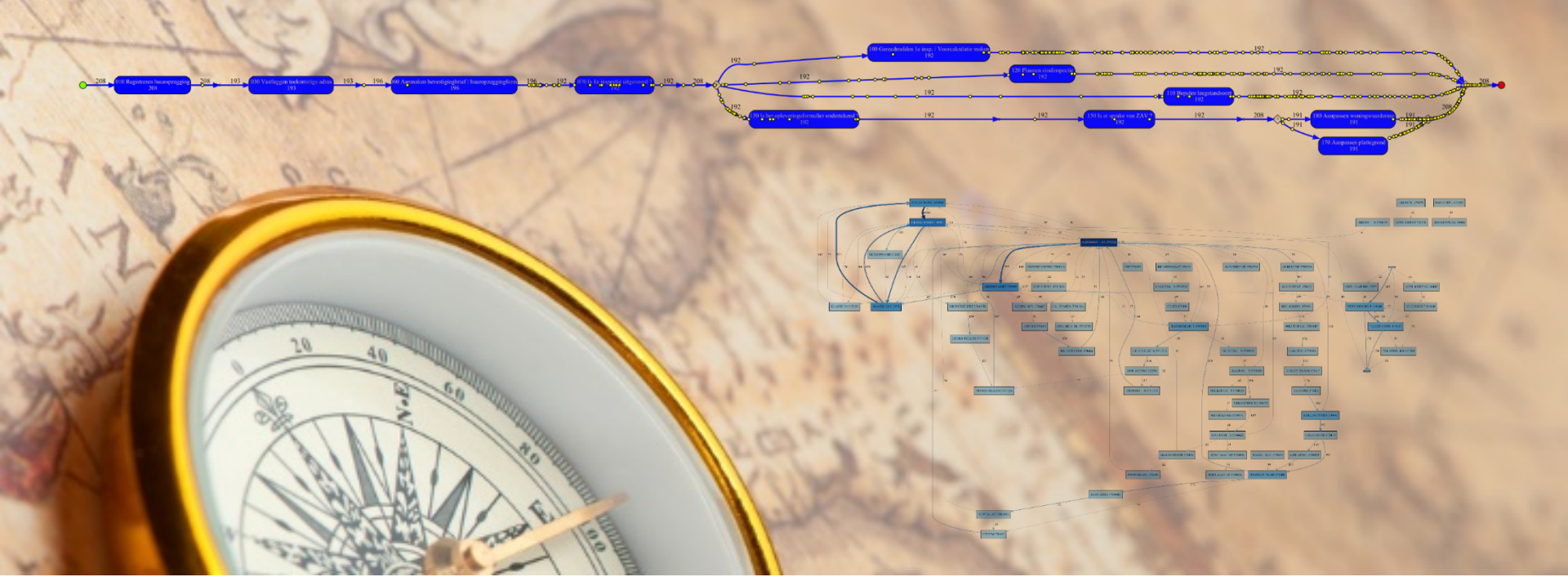

Unlock Your Event Data!

Remove Operational Friction Using Process Mining

prof.dr.ir. Wil van der Aalst
RWTH Aachen University
W: vdaalst.com T:@wvdaalst

Fraunhofer FIT

celonis

Chair of Process and Data Science

RWTH AACHEN UNIVERSITY

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A few words about Wil van der Aalst

With Anja Karliczek, German Minister of Education and Research

Chair of Process and Data Science

About Wil

- Approx. 22 PhDs and postdocs (next to me).
- 3 support staff and approx. 4 affiliated researchers)
- Tools: ProM, PM4Py, Stand-alone (e.g.,Cortado), Knime, RapidMiner, Celonis.

discovering models from event data	discovery	object-centric	object-centric process mining, multi-event logs, etc.
conformance checking and comparative process mining	conf./comp.	stoch./uncert.	stochastic process models, dealing with uncertainty in data
forward looking: prediction and simulation	pred./sim.	aggr./abstr.	multi-level process mining, abstraction, aggregation, LPMs, etc.
action-oriented process mining, planning, automated changes	act./plan./cha.	fairn./conf.	responsible data science, including fairness, causality, confidentiality

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RWTH Center for Artificial Intelligence

www.ai.rwth-aachen.de

- **75+ groups distributed over:**
  - AI Methods
  - AI Enabling Technologies
  - Domain Specific AI
  - Ethical, Legal, Societal, and Economic Aspects
- **Activities:**
  - Larger consortium projects (e.g., NHR4CES)
  - Participation in networks (e.g., Claire)
  - Organization of events (e.g., KI Woche)
  - Several colloquium series
  - Developing teaching material
  - Industry collaboration

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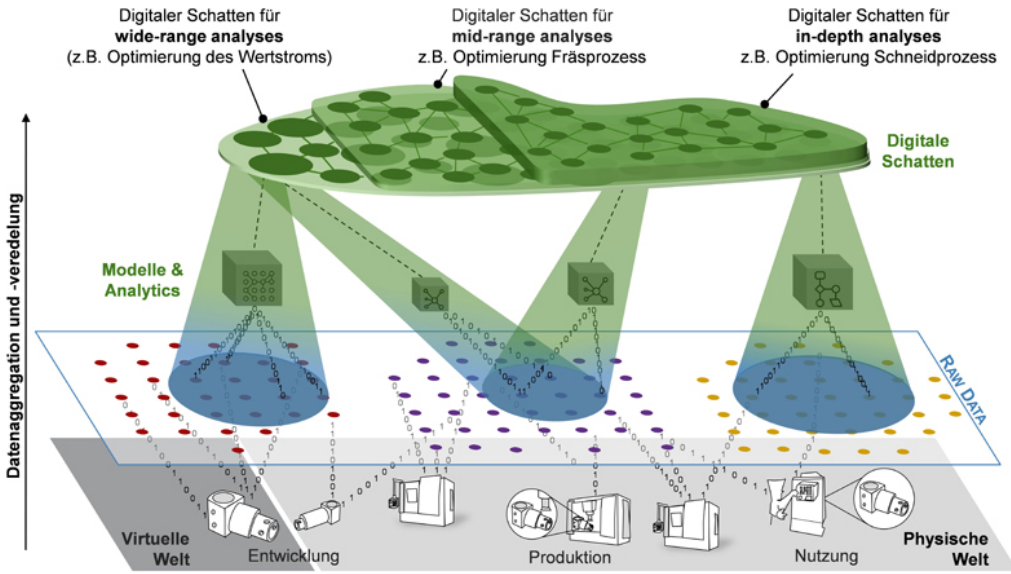
Internet of Production (IoP)

Cluster of Excellence (€50 mil.)



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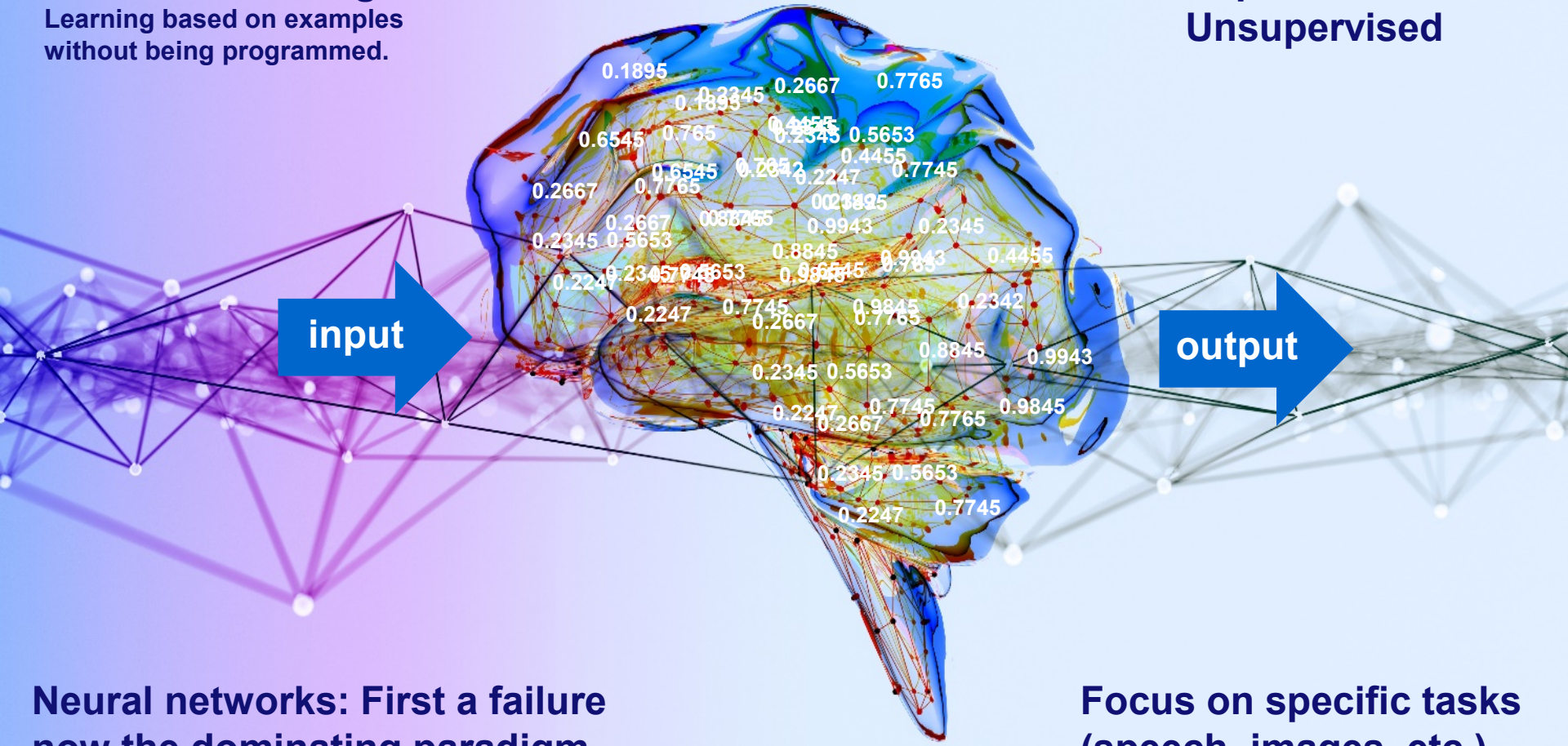
Machine Learning =

Learning based on examples without being programmed.

Supervised and Unsupervised



Neural networks: First a failure now the dominating paradigm

Focus on specific tasks (speech, images, etc.).

How about managing and improving operational processes?

We need process models that are understandable!

We are interested in improving end-to-end performance and compliance (not a single task)!

We do not have labeled data, we have SAP, Salesforce, Oracle, Microsoft, Infor, etc. (holding thousands of tables)!

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Starting point: Event data

Case ID	Activity	Resource	Timestamp	product	prod-price	quantity	address
…	…	….	…	….	…	…	…
6350	place order	Aiden	2018/02/13 14:29:45.000	APPLE iPhone 6 16 GB	639,00 €	5	NL-7751DG-21
6283	pay	Lily	2018/02/13 14:39:25.000	SAMSUNG Galaxy S6 32 GB	543.99	3	NL-7828AM-11a
6253	prepare delivery	Sophia	2018/02/13 15:01:33.000	APPLE iPhone 6 16 GB	639,00 €	3	NL-7887AC-13
6257	prepare delivery	Aiden	2018/02/13 15:03:43.000	SAMSUNG Galaxy S6 32 GB	543.99	1	NL-9521KJ-34
6185	confirm payment	Emily	2018/02/13 15:05:36.000	SAMSUNG Galaxy S4	329,00 €	1	NL-9521GC-32
6218	confirm payment	Emily	2018/02/13 15:08:11.000	APPLE iPhone 6s Plus 64 GB	969,00 €	2	NL-7948BX-10
6245	make delivery	Michael	2018/02/13 15:14:04.000	APPLE iPhone 6 16 GB	639,00 €	3	NL-7905AX-38
6272	pay	Emily	2018/02/13 15:20:36.000	APPLE iPhone 6 16 GB	639,00 €	1	NL-7821AC-3
6269	pay	Charlotte	2018/02/13 15:25:21.000	SAMSUNG Galaxy S4	329,00 €	1	NL-7907EJ-42
6212	prepare delivery	Sophia	2018/02/13 15:43:39.000	HUAWEI P8 Lite	234,00 €	1	NL-7905AX-38
6323	send invoice	Alexander	2018/02/13 15:46:08.000	APPLE iPhone 6 16 GB	639,00 €	1	NL-7833HT-15
6246	confirm payment	Jack	2018/02/13 15:56:03.000	SAMSUNG Galaxy S4	329,00 €	3	NL-7833HT-15
6347	send invoice	Jack	2018/02/13 15:57:42.000	SAMSUNG Galaxy S4	329,00 €	3	NL-7905AX-38
6351	place order	Zoe	2018/02/13 16:17:37.000	APPLE iPhone 5s 16 GB	449,00 €	3	NL-9521GC-32
6204	prepare delivery	Sophia	2018/02/13 16:31:28.000	SAMSUNG Core Prime G361	135,00 €	1	NL-7828AM-11a
6204	make delivery	Kaylee	2018/02/13 16:51:54.000	SAMSUNG Core Prime G361	135,00 €	1	NL-7828AM-11a
6265	confirm payment	Lily	2018/02/13 16:55:55.000	SAMSUNG Galaxy S4	329,00 €	4	NL-9521GC-32
6250	confirm payment	Jack	2018/02/13 17:03:26.000	MOTOROLA Moto G	199,00 €	4	NL-7942GT-2
6328	send invoice	Lily	2018/02/13 17:30:16.000	APPLE iPhone 6s 64 GB	858,00 €	4	NL-9514BV-16
6352	place order	Aiden	2018/02/13 17:53:22.000	APPLE iPhone 6 16 GB	639,00 €	2	NL-9514BV-16
6317	send invoice	Jack	2018/02/13 18:45:30.000	APPLE iPhone 6s 64 GB	858,00 €	5	NL-7907EJ-42
6353	place order	Sophia	2018/02/13 20:16:20.000	APPLE iPhone 5s 16 GB	449,00 €	4	NL-7751AR-19
…	…	….	…	…	…	…	…

event

71,043 events
12,666 cases
7 activities

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Chair of Process and Data Science

Starting point: Event data

Case ID	Activity	Resource	Timestamp	product	prod-price	quantity	address
…	…	….	…	….	…	…	…
6350	place order	Aiden	2018/02/13 14:29:45.000	APPLE iPhone 6 16 GB	639,00 €	5	NL-7751DG-21
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6353	place order	Sophia	2018/02/13 20:16:20.000	APPLE iPhone 5s 16 GB	449,00 €	4	NL-7751AR-19
…	…	….	…	…	…	…	…

event = case + activity + timestamp + ...

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Let's look at orders 6350, 6351, and 6352

Case ID	Activity	Timestamp
6350	place order	2018/02/13 14:29:45.000
6351	place order	2018/02/13 16:17:37.000
6352	place order	2018/02/13 17:53:22.000
6352	send invoice	2018/02/19 09:20:28.000
6351	send invoice	2018/02/19 16:08:07.000
6350	send invoice	2018/02/21 09:38:16.000
6350	pay	2018/03/02 12:39:37.000
6352	pay	2018/03/05 15:46:47.000
6351	cancel order	2018/03/06 10:17:01.000
6350	prepare delivery	2018/03/07 13:50:35.000
6350	make delivery	2018/03/07 16:41:01.000
6350	confirm payment	2018/03/07 16:53:00.000
6352	prepare delivery	2018/03/07 17:05:59.000
6352	confirm payment	2018/03/07 17:59:55.000
6352	make delivery	2018/03/08 09:54:36.000

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Let's look at orders 6350, 6351, and 6352

Case ID	Activity	Timestamp
6350	**place order**	**2018/02/13 14:29:45.000**
6351	place order	2018/02/13 16:17:37.000
6352	place order	2018/02/13 17:53:22.000
6352	send invoice	2018/02/19 09:20:28.000
6351	send invoice	2018/02/19 16:08:07.000
6350	**send invoice**	**2018/02/21 09:38:16.000**
6350	**pay**	**2018/03/02 12:39:37.000**
6352	pay	2018/03/05 15:46:47.000
6351	cancel order	2018/03/06 10:17:01.000
6350	**prepare delivery**	**2018/03/07 13:50:35.000**
6350	**make delivery**	**2018/03/07 16:41:01.000**
6350	**confirm payment**	**2018/03/07 16:53:00.000**
6352	prepare delivery	2018/03/07 17:05:59.000
6352	confirm payment	2018/03/07 17:59:55.000
6352	make delivery	2018/03/08 09:54:36.000

Order 6350

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Let's look at orders 6350, 6351, and 6352

Case ID	Activity	Timestamp
6350	place order	2018/02/13 14:29:45.000
6351	**place order**	**2018/02/13 16:17:37.000**
6352	place order	2018/02/13 17:53:22.000
6352	send invoice	2018/02/19 09:20:28.000
6351	**send invoice**	**2018/02/19 16:08:07.000**
6350	send invoice	2018/02/21 09:38:16.000
6350	pay	2018/03/02 12:39:37.000
6352	pay	2018/03/05 15:46:47.000
6351	**cancel order**	**2018/03/06 10:17:01.000**
6350	prepare delivery	2018/03/07 13:50:35.000
6350	make delivery	2018/03/07 16:41:01.000
6350	confirm payment	2018/03/07 16:53:00.000
6352	prepare delivery	2018/03/07 17:05:59.000
6352	confirm payment	2018/03/07 17:59:55.000
6352	make delivery	2018/03/08 09:54:36.000

Order 6350

Order 6351

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Let's look at orders 6350, 6351, and 6352

Case ID	Activity	Timestamp
6350	place order	2018/02/13 14:29:45.000
6351	place order	2018/02/13 16:17:37.000
6352	**place order**	**2018/02/13 17:53:22.000**
6352	**send invoice**	**2018/02/19 09:20:28.000**
6351	send invoice	2018/02/19 16:08:07.000
6350	send invoice	2018/02/21 09:38:16.000
6350	pay	2018/03/02 12:39:37.000
6352	**pay**	**2018/03/05 15:46:47.000**
6351	cancel order	2018/03/06 10:17:01.000
6350	prepare delivery	2018/03/07 13:50:35.000
6350	make delivery	2018/03/07 16:41:01.000
6350	confirm payment	2018/03/07 16:53:00.000
6352	**prepare delivery**	**2018/03/07 17:05:59.000**
6352	**confirm payment**	**2018/03/07 17:59:55.000**
6352	**make delivery**	**2018/03/08 09:54:36.000**

Order 6350

Order 6351

Order 6352

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Let's look at orders 6350, 6351, and 6352

Case ID	Activity	Timestamp
6350	place order	2018/02/13 14:29:45.000
6351	place order	2018/02/13 16:17:37.000
6352	place order	2018/02/13 17:53:22.000
6352	send invoice	2018/02/19 09:20:28.000
6351	send invoice	2018/02/19 16:08:07.000
6350	send invoice	2018/02/21 09:38:16.000
6350	pay	2018/03/02 12:39:37.000
6352	pay	2018/03/05 15:46:47.000
6351	cancel order	2018/03/06 10:17:01.000
6350	prepare delivery	2018/03/07 13:50:35.000
6350	make delivery	2018/03/07 16:41:01.000
6350	confirm payment	2018/03/07 16:53:00.000
6352	prepare delivery	2018/03/07 17:05:59.000
6352	confirm payment	2018/03/07 17:59:55.000
6352	make delivery	2018/03/08 09:54:36.000

Order 6350

Order 6351

Order 6352

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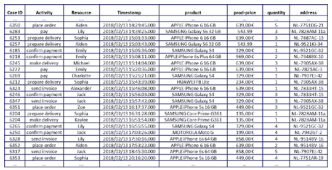
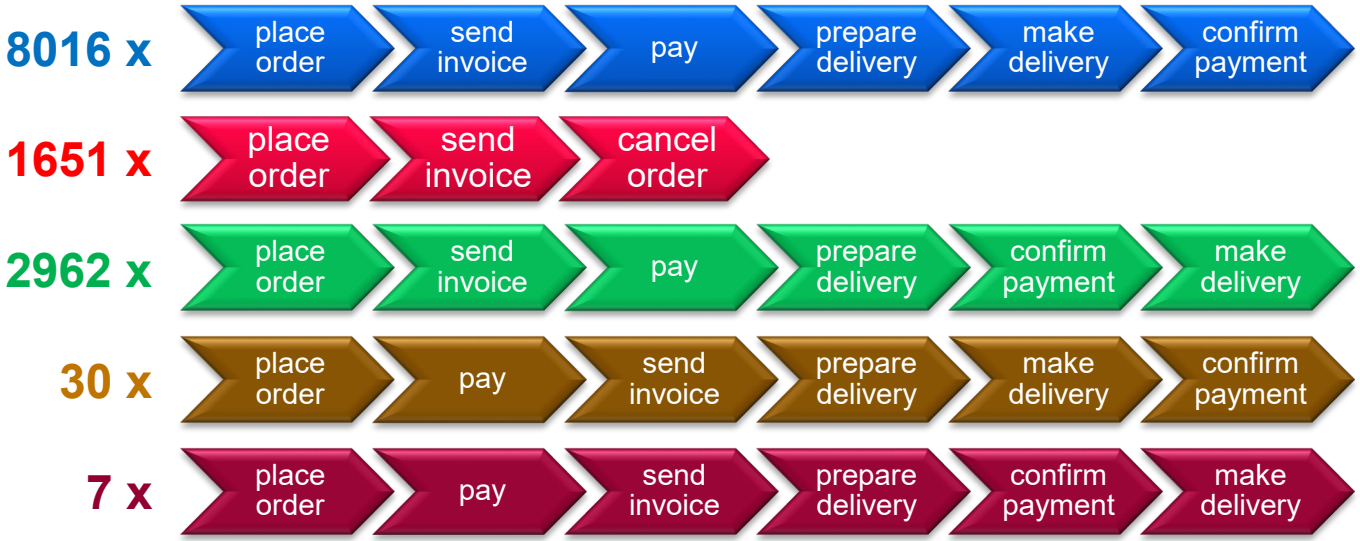
Let’s look at the whole event log again

71,043 events
12,666 cases
7 activities





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Using the whole event log

8016 x place order → send invoice → pay → prepare delivery → make delivery → confirm payment

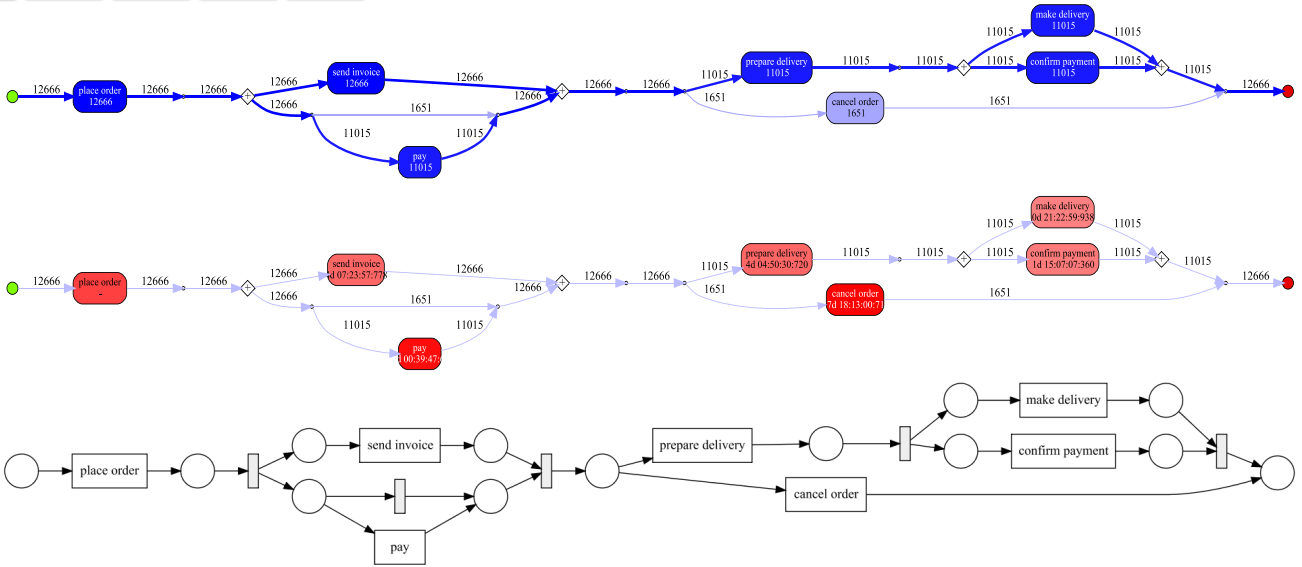
1651 x place order → send invoice → cancel order

2962 x place order → send invoice → pay → prepare delivery → confirm payment → make delivery

30 x place order → pay → send invoice → prepare delivery → make delivery → confirm payment

7 x place order → pay → send invoice → prepare delivery → confirm payment → make delivery

No modeling needed!



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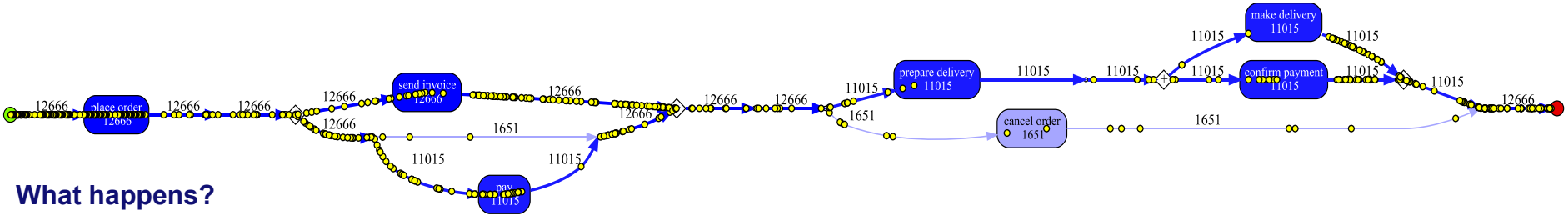
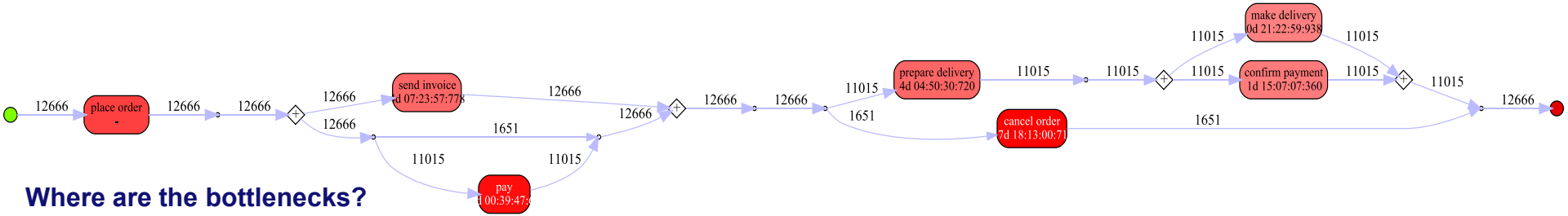
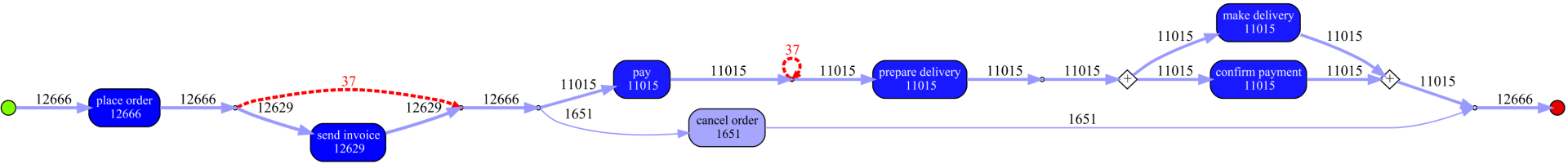
Performance and Compliance



What happens?



Where are the bottlenecks?



Where do we deviate from the happy path?

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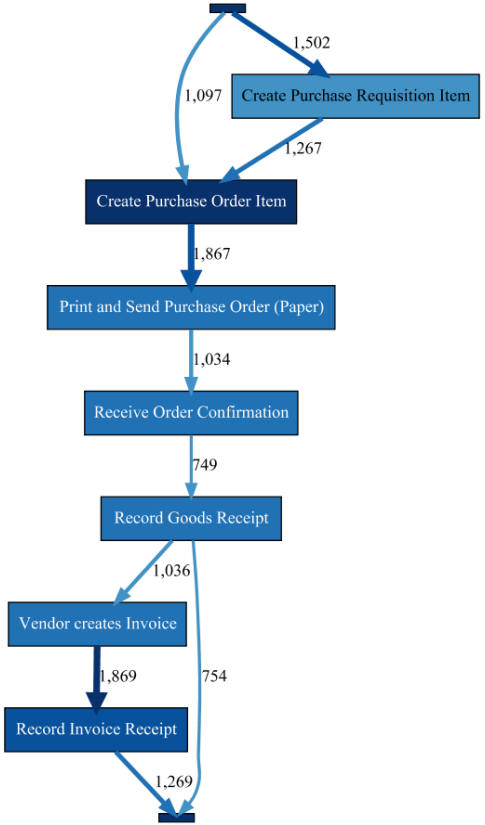
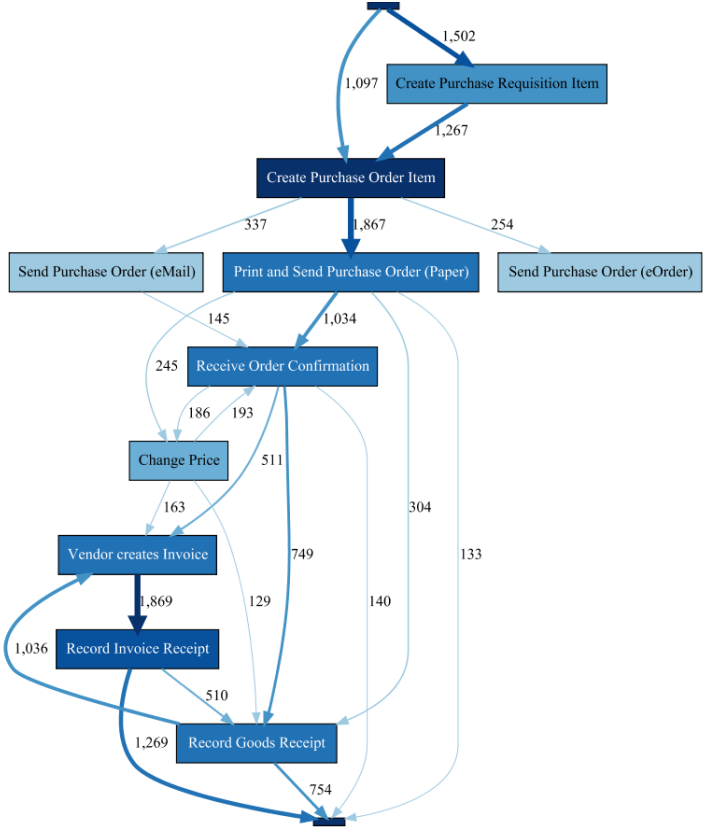
Chair of Process and Data Science

Reality is not so simple





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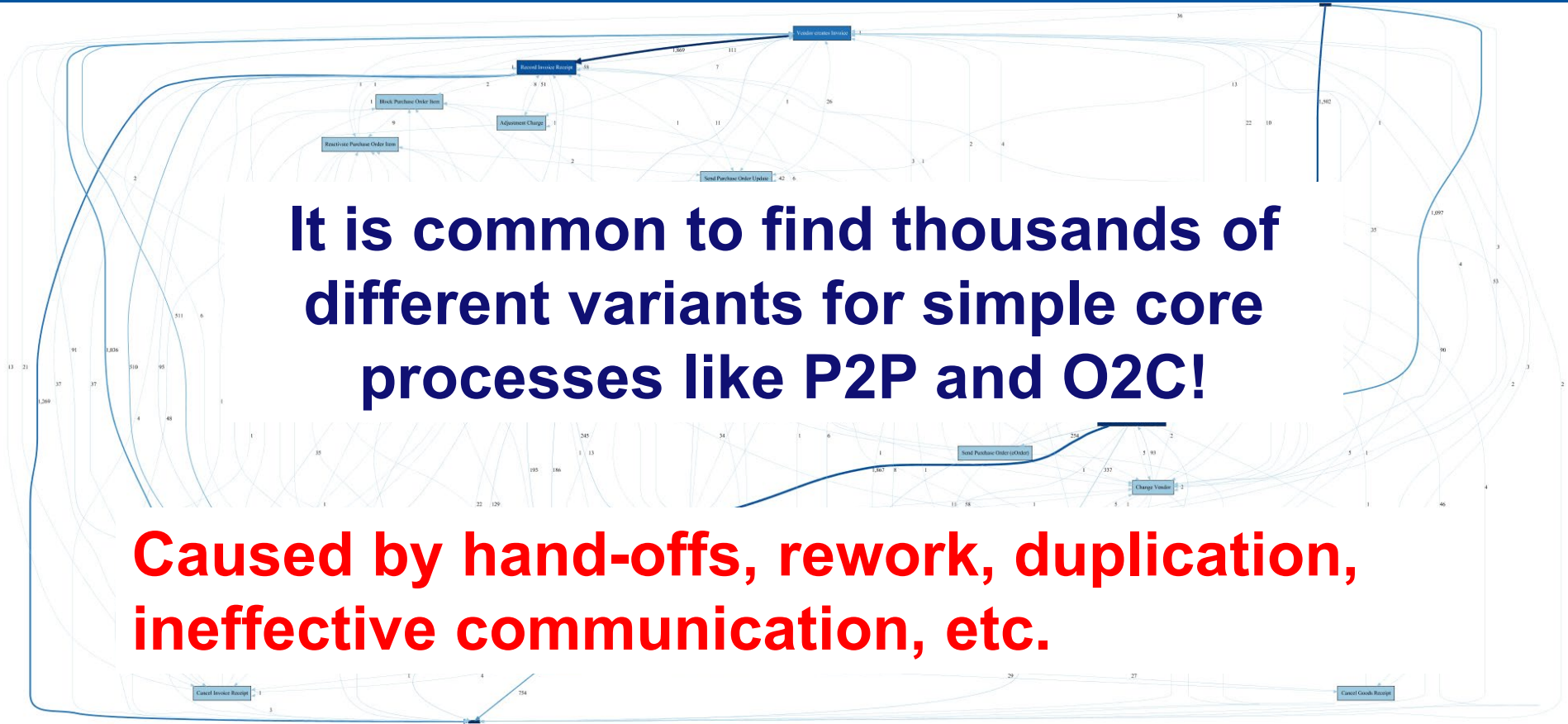
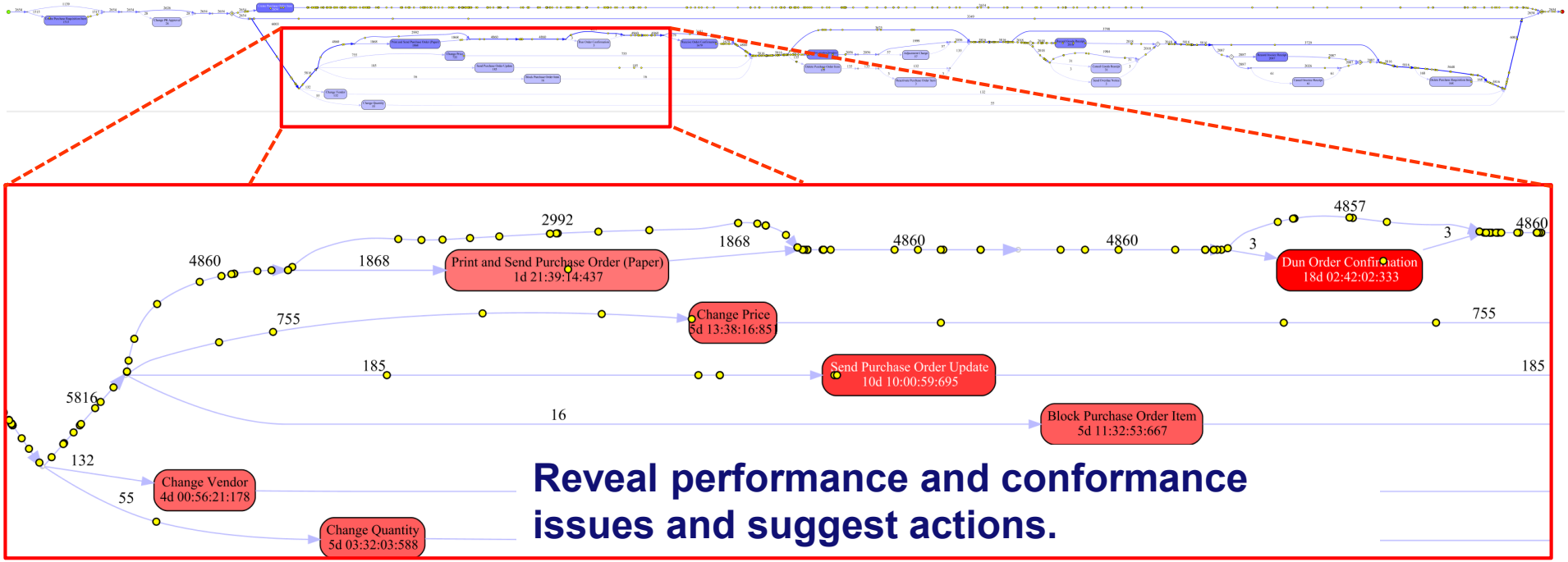
Reality is not so simple



It is common to find thousands of different variants for simple core processes like P2P and O2C!

Caused by hand-offs, rework, duplication, ineffective communication, etc.

Process mining helps organizations to address compliance and performance problems



Reveal performance and conformance issues and suggest actions.

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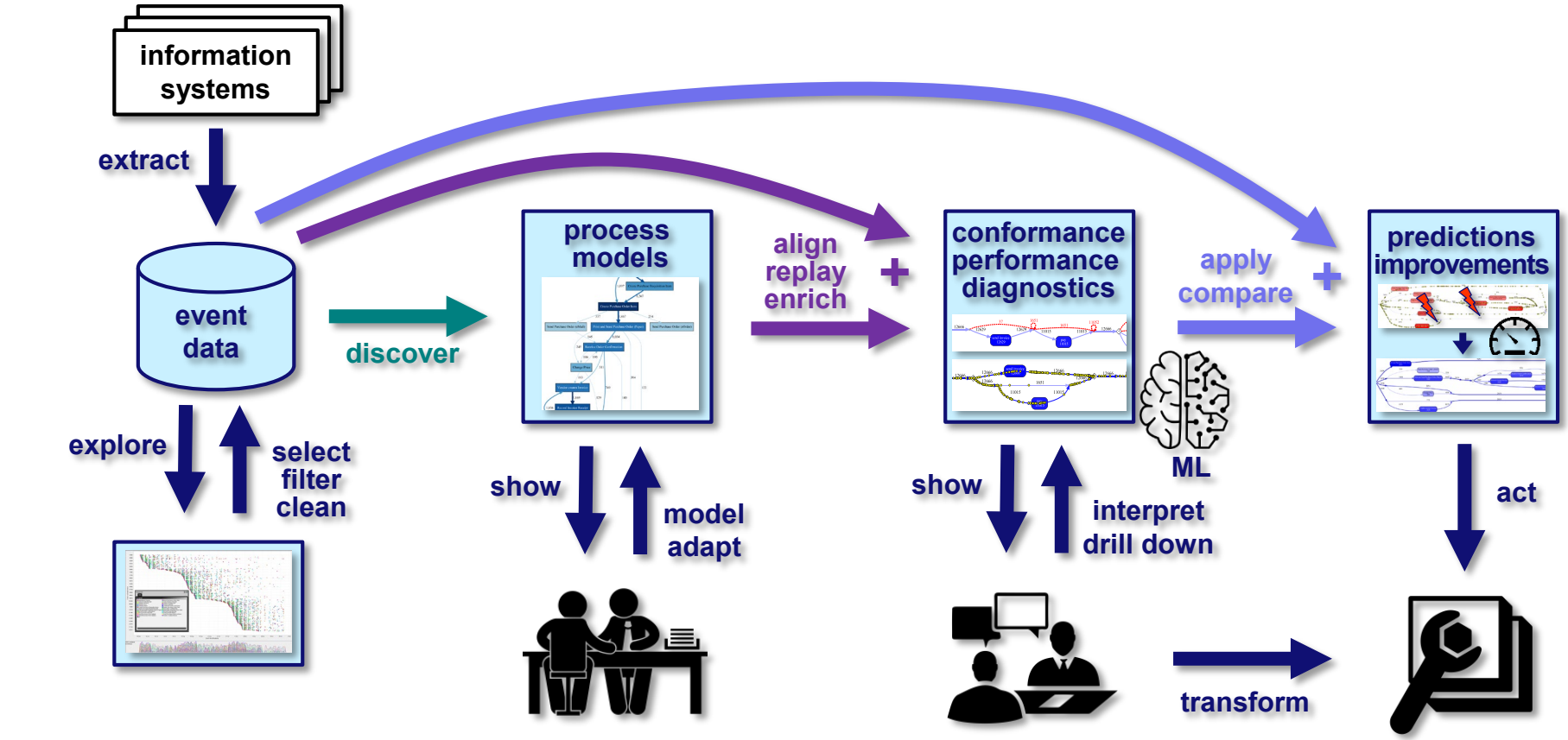

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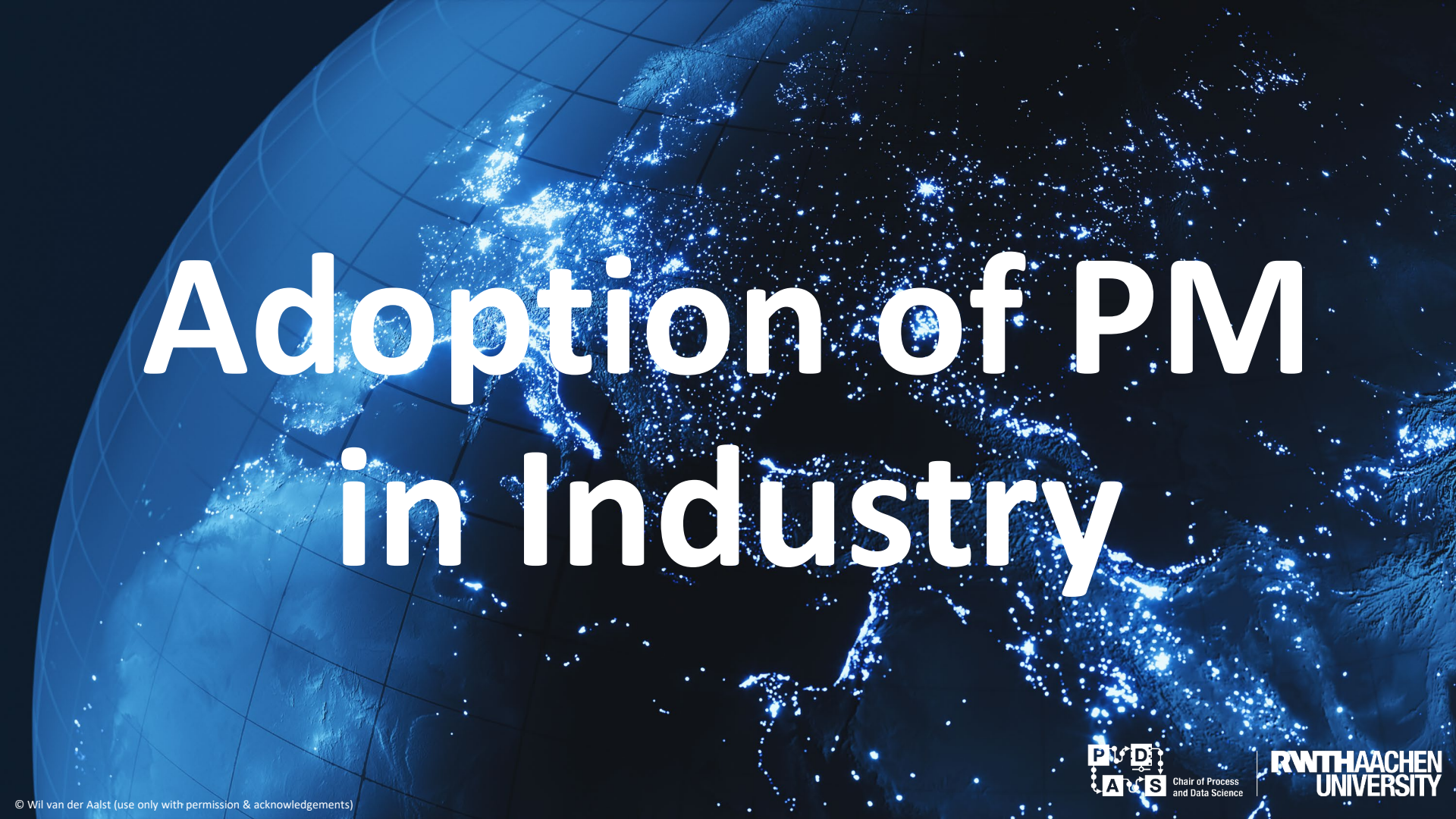

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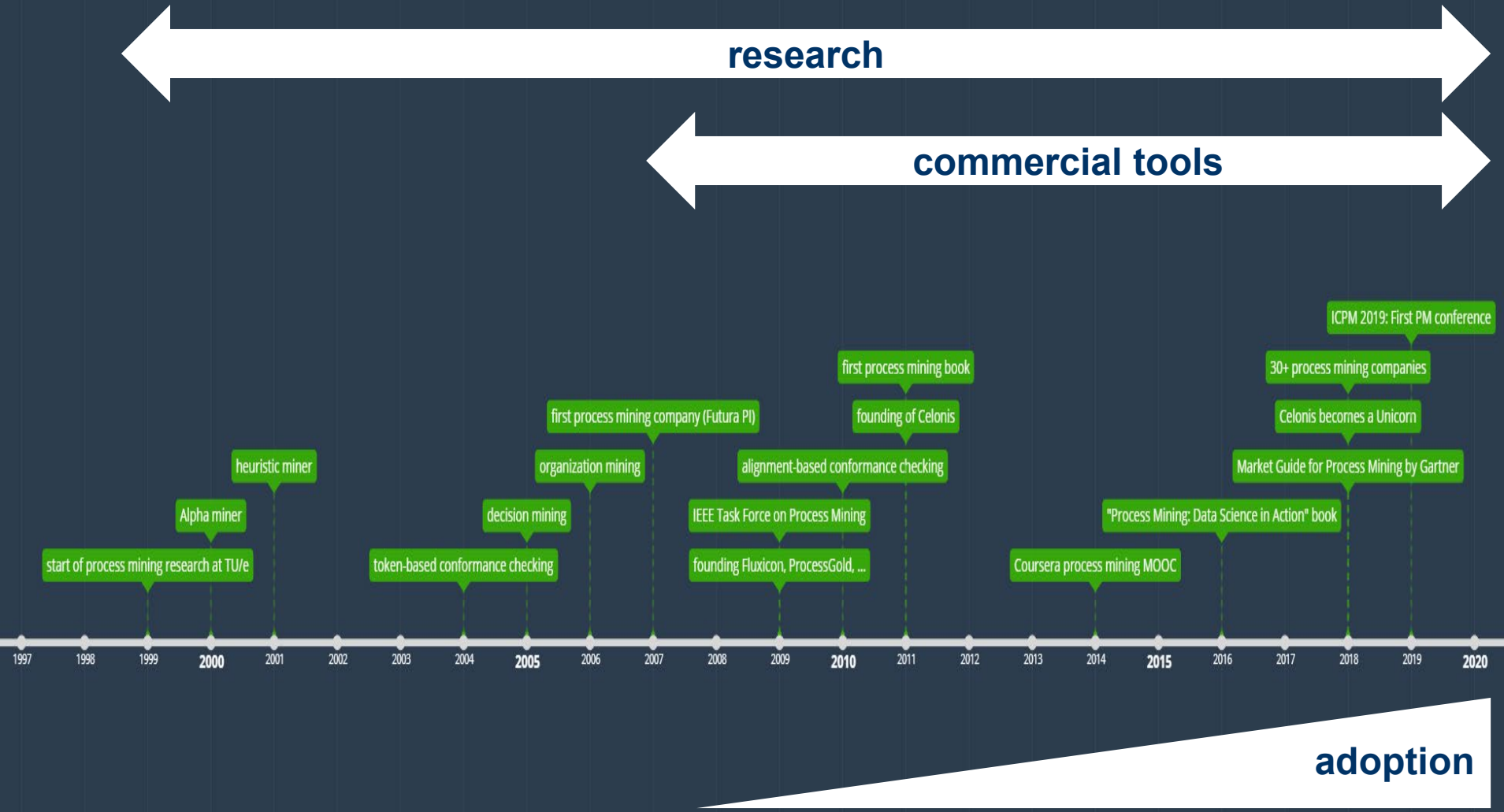
research
commercial tools
start of process mining research at TU/e
Alpha miner
heuristic miner
token-based conformance checking
decision mining
organization mining
first process mining company (Futura PI)
IEEE Task Force on Process Mining
founding Fluxicon, ProcessGold, ...
alignment-based conformance checking
first process mining book
founding of Celonis
Coursera process mining MOOC
"Process Mining: Data Science in Action" book
Market Guide for Process Mining by Gartner
Celonis becomes a Unicorn
30+ process mining companies
ICPM 2019: First PM conference
1997
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2020
adoption

Over 35 process mining vendors today

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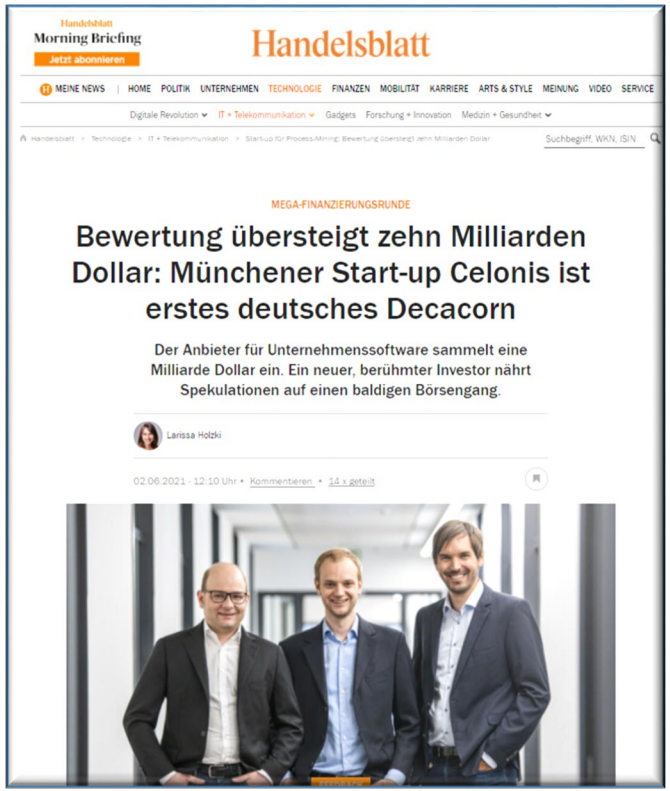
Example: Celonis, Germany's first Decacorn



Handelsblatt Morning Briefing

Jetzt abonnieren

Handelsblatt

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Digitale Revolution IT + Telekommunikation Gadgets Forschung + Innovation Medizin + Gesundheit

Suchbegriff, WKN, ISIN

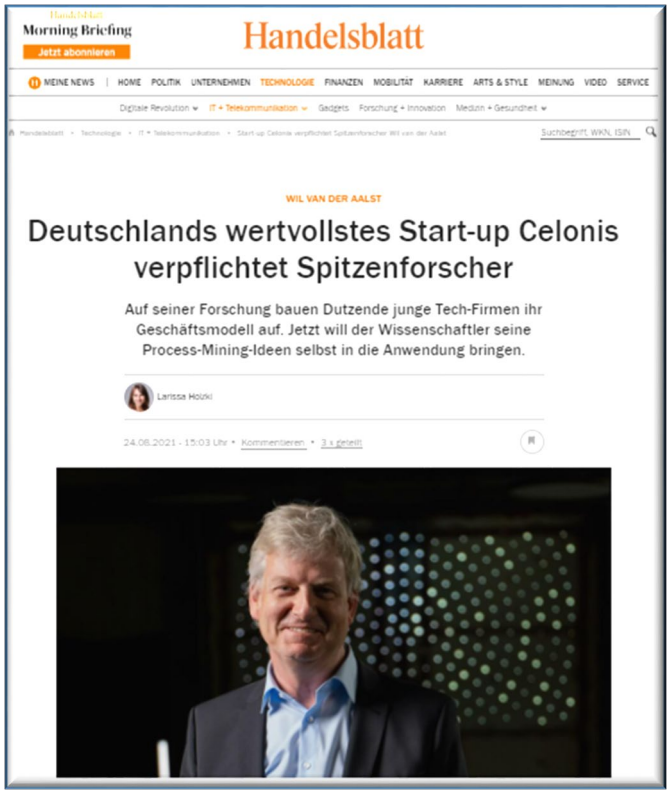
MEGA-FINANZIERUNGSRUNDE

Bewertung übersteigt zehn Milliarden Dollar: Münchener Start-up Celonis ist erstes deutsches Decacorn

Der Anbieter für Unternehmenssoftware sammelt eine Milliarde Dollar ein. Ein neuer, berühmter Investor nährt Spekulationen auf einen baldigen Börsengang.

Larissa Holzki

02.06.2021 - 12:10 Uhr • Kommentieren • 14 x geteilt



Handelsblatt Morning Briefing

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Handelsblatt

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Digitale Revolution IT + Telekommunikation Gadgets Forschung + Innovation Medizin + Gesundheit

Suchbegriff, WKN, ISIN

WIL VAN DER AALST

Deutschlands wertvollstes Start-up Celonis verpflichtet Spitzenforscher

Auf seiner Forschung bauen Dutzende junge Tech-Firmen ihr Geschäftsmodell auf. Jetzt will der Wissenschaftler seine Process-Mining-Ideen selbst in die Anwendung bringen.

Larissa Holzki

24.08.2021 - 15:03 Uhr • Kommentieren • 3 x geteilt

A Decacorn is a startup company valued at over $10 billion

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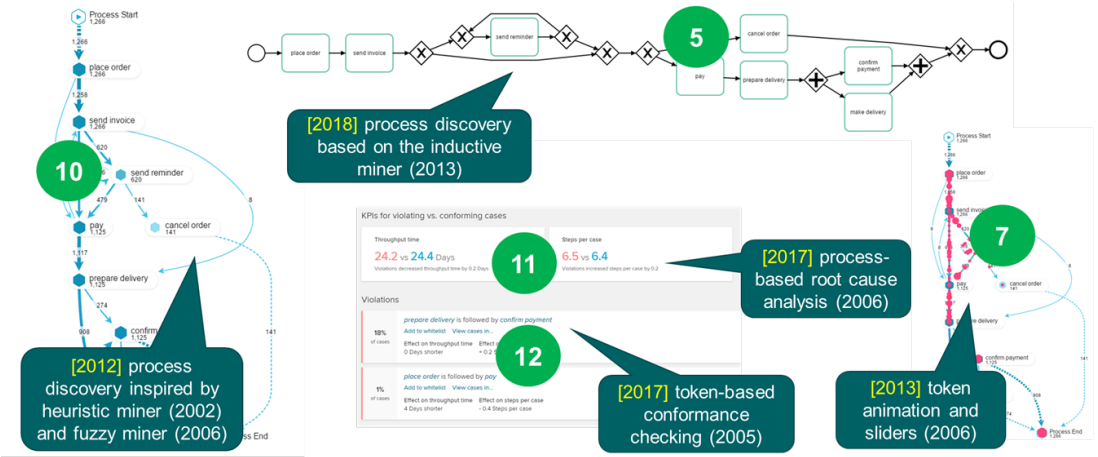
Chair of Process and Data Science

Example Process Mining Software: Celonis



- **Germany's youngest most promising IT company (valued > 11 billion $).**
- **Successfully adopted many ideas from research a decade earlier.**
- **Combining analytics with actions.**

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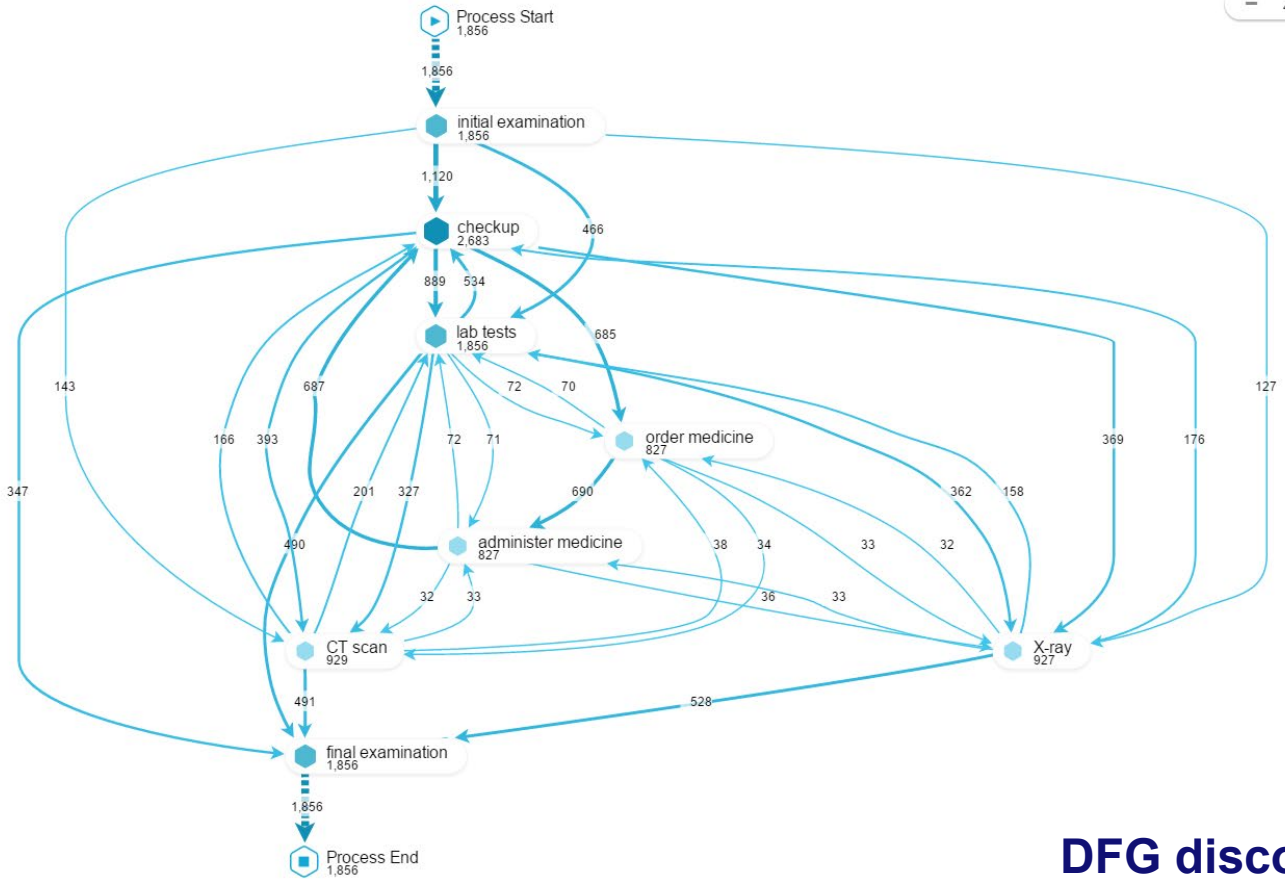
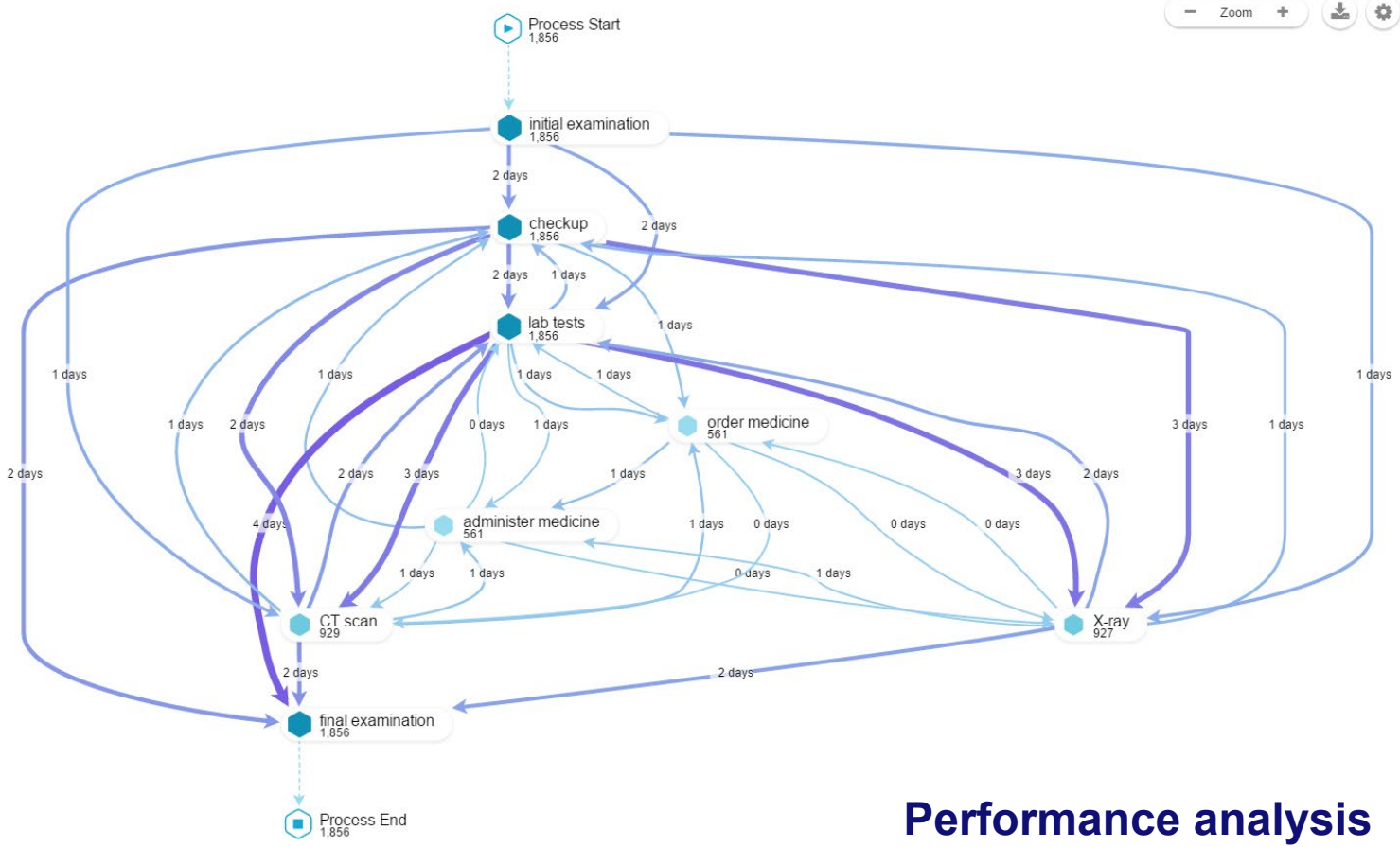


DFG discovery

Zoom

Activities
List view
100%
of activities
Reset
Less
More

Connections
List view
100%
of connections
Reset
Less
More
Fixed layout

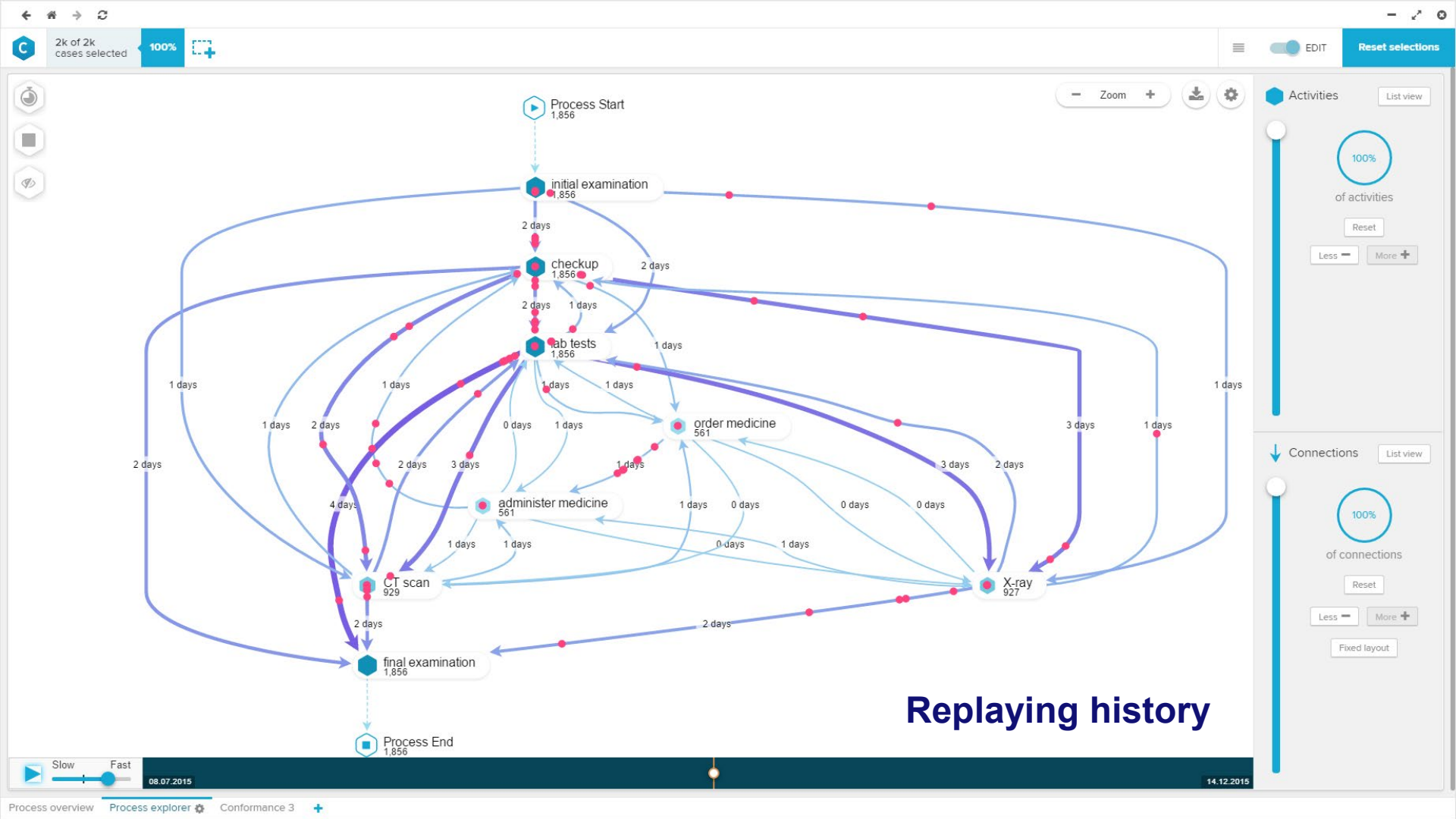


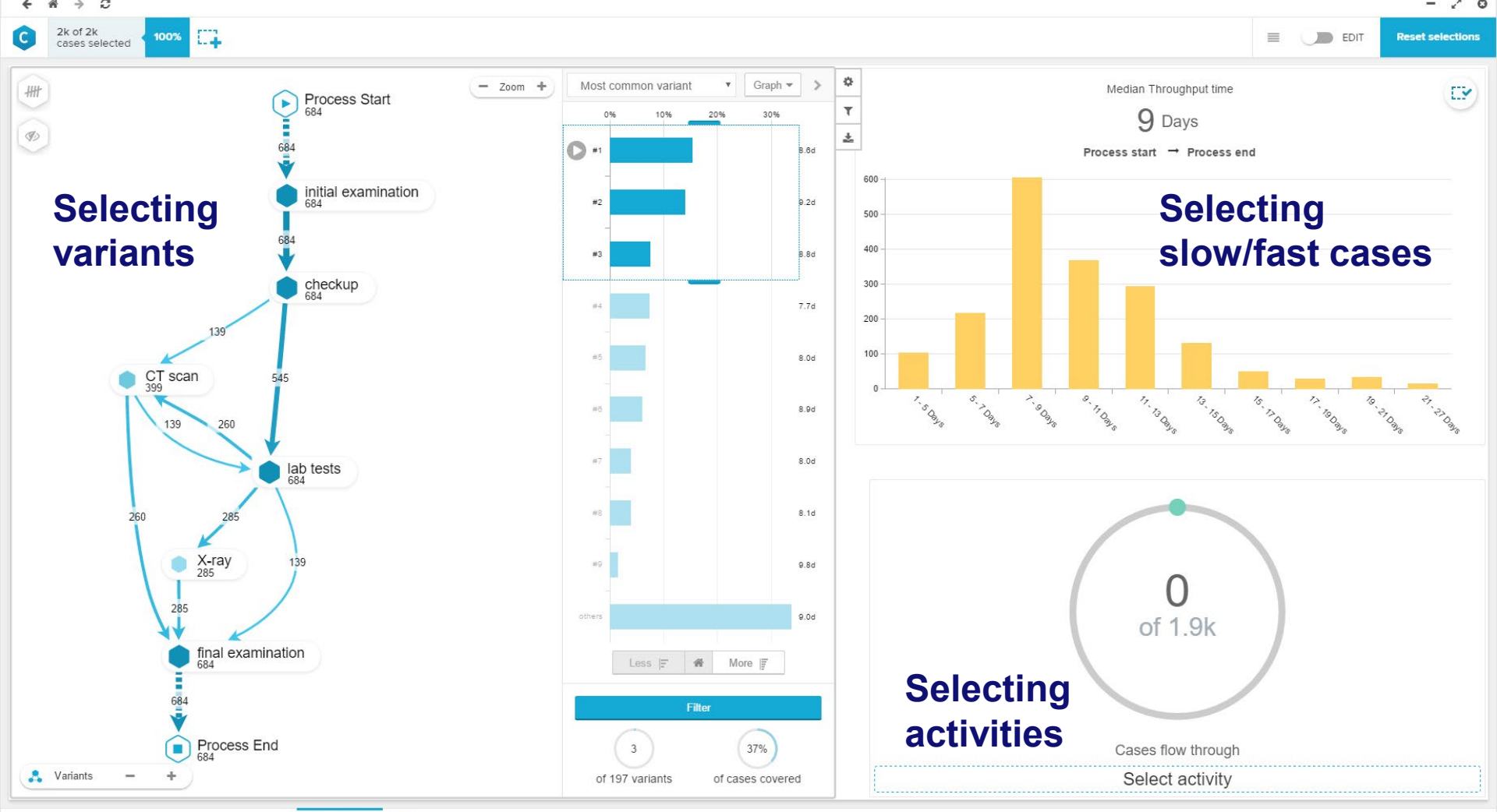
Zoom

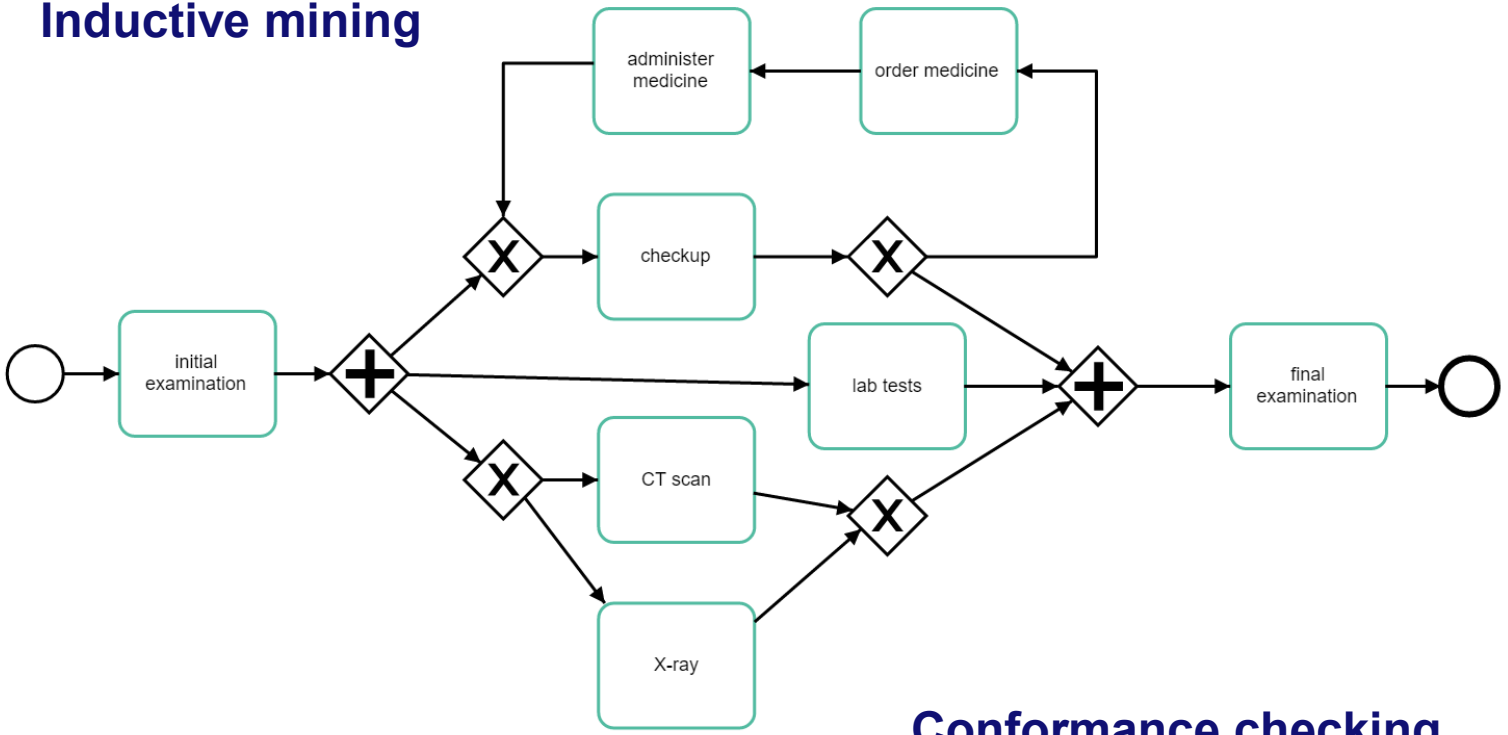
Activities
List view
100%
of activities
Reset
Less
More

Connections
List view
100%
of connections
Reset
Less
More
Fixed layout

Performance analysis


2k of 2k cases selected
100%
EDIT
Reset selections
Zoom
Process Start
1,856
initial examination
1,856
checkup
1,856
lab tests
1,856
order medicine
561
administer medicine
561
CT scan
929
X-ray
927
final examination
1,856
Process End
1,856
Activities
List view
100%
of activities
Reset
Less
More
Connections
List view
100%
of connections
Reset
Less
More
Fixed layout
Replaying history
Slow
Fast
08.07.2015
14.12.2015
Process overview
Process explorer
Conformance 3


2k of 2k cases selected
100%
EDIT
Reset selections
Selecting variants
Process Start 684
initial examination 684
checkup 684
CT scan 399
lab tests 684
X-ray 285
final examination 684
Process End 684
Zoom
Variants
Most common variant
Graph
Less
More
Filter
3
of 197 variants
37%
of cases covered
Median Throughput time
9 Days
Process start → Process end
Selecting slow/fast cases
1 - 5 Days
5 - 7 Days
7 - 9 Days
9 - 11 Days
11 - 13 Days
13 - 15 Days
15 - 17 Days
17 - 19 Days
19 - 21 Days
21 - 27 Days
Selecting activities
0
of 1.9k
Cases flow through
Select activity
Process overview
Process explorer
Conformance 3
New App 4


Inductive mining
administer medicine
order medicine
checkup
initial examination
lab tests
final examination
CT scan
X-ray
Conformance checking

2k of 2k cases selected | 100% | EDIT | Reset selections

Zoom

Process Start 1,856

initial examination 1,856

check 1,856

lab tests 1,856

order medicine 561

administer medicine 561

Activities | List view

100% of activities

Reset | Less | More

14.12.2015

Many of the larger organizations in Europe are using process mining already (and we are just at the beginning!)

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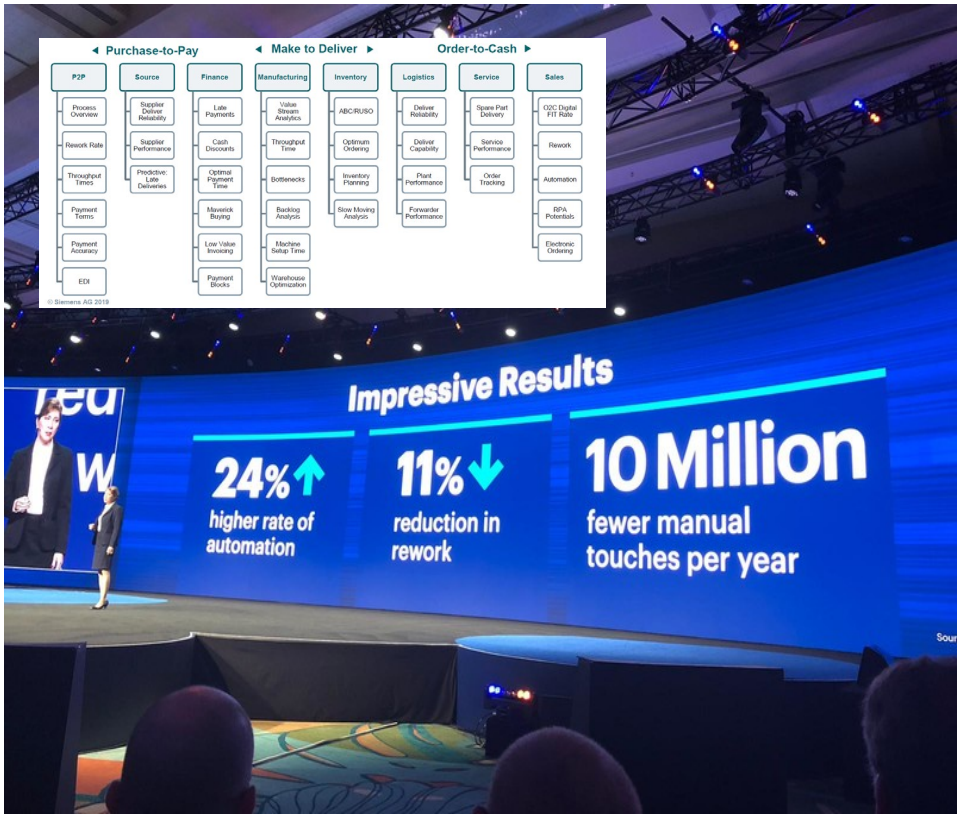
Chair of Process and Data Science

Example: Process Mining @ Siemens



- > 6000 active Celonis users (P2P, O2C, etc.)
- Millions of savings by reducing rework, process unification, etc.
- Improved reliability and responsiveness.
- At an amazing scale, e.g., Order to Cash (O2C) process with >30M cases, >300M events, and >900K variants.

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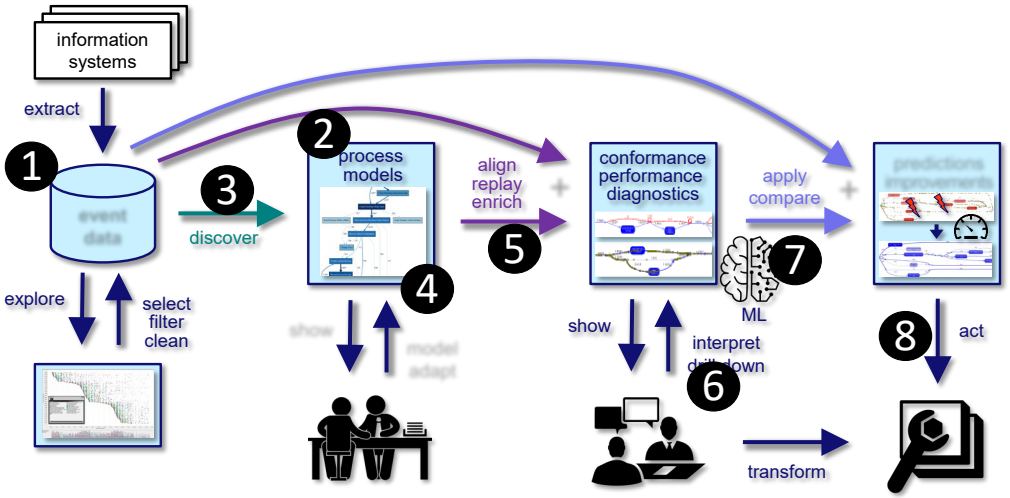
Process Mining Offers Many Scientific Challenges (that also matter in the real world)



1. Finding, extracting, and transforming event data is still taking up to 80% of the time.
2. Most techniques focus on a single case notion (i.e., a single process), whereas problems may be caused by interacting or competing processes.
3. Process discovery is not a solved problem despite powerful techniques like inductive mining. Concurrency is hard to discover from event data that provide only a sample.
4. There is a need to better integrate mining and modeling (e.g., user-guided discovery).
5. Conformance checking is time-consuming and diagnostics tend to be non-deterministic.
6. There is a need for techniques recommending process changes (i.e., moving beyond diagnostics).
7. Machine Learning (ML) techniques tend to perform poorly because essential aspects are missed (e.g., system load).
8. Process mining results need to trigger automated actions (e.g., start a corrective workflow).

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The dream

Restart on fault
Control
Control
CONTROL PANEL
38/100
264
60%
85%
94%

Recording and analyzing data about operational processes is not new

OPERATION Wheel-barrow Excavation — DATE March 10 189

DEPARTMENT Construction.
MEN Mike Flaherty
MATERIALS Sand, requiring no pick. Hard clay in bank.
IMPLEMENTS No 2 shovel. Contractors wooden barrow
CONDITIONS Day work for contractor. By previous observation an average barrow load of sand is 2.32 cu ft mean in cut . . . . clay . 2.15 . . . .

OP	TIME	AV	NO SHVLS	OP	TIME	AV	NO SHVLS	OP	TIME	AV	NO SHVLS	OP	TIME	AV	NO SHVLS
a	1.27	1.27	1.5	a	1.12	1.12	1.2	a	1.86		11				
b	1.56	0.19		b	1.39	0.27		a	1.81		13				
c	1.82	0.26		c	1.58	0.19		a	2.16		16				
d	1.97	0.15		d	1.70	0.12		a	1.98		14				
e	2.27														
f	2.36														
a	1.24														
b	1.36														
c	1.59														
d	1.83														
e	2.08														
f	2.33														

COMPLETE OPERATIONS

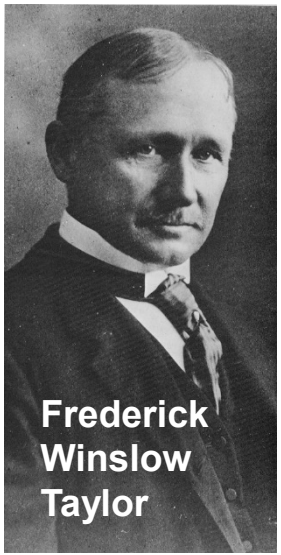
TIME		TOTAL TIME IN MIN	TOTAL TIME PICKING IN MIN	TOTAL SHOVLG IN MIN	TOTAL WHLNG IN MIN	TIME PER BARROW IN MIN
7AM	Commenced loading sand.					
9.02	43 loads wheeld 50 ft	122		122		2.84
9.50	Picking hard clay	48				
11.39	29 loads clay wheeld 50 ft	109				
11.46	Picking clay again	7	5.5			1.67
12.01	9 loads clay wheeld 50 ft	15		12.8		2.76
		301				

DETAIL
a Fill
b Star
c Whe
d Pum
e Retu
f Prop
g
Fill
SER

Data sheet used in time study to analyze performance of workers and to compare different approaches.

Material	Throw: Vertical	Throw: Horizontal	Length of walk	Actual Continuous Work with no Allowance for Rest or other Stops: Time to fill shovel	Time to throw shovelful	Time walking with load	Time of back walk	Total time of complete operation	Volume of shovelful	Weight of shovelful	No. shovelfuls per minute	No. cubic yards per hour	No. pounds per hour	Per cent. of rest	Allowing for Rests and other Necessary Stops: No. shovelfuls per minute	No. cubic yards per hour	No. pounds per hour
	Feet	*Feet*	*Feet*	*Min.*	*Min.*	*Min.*	*Min.*	*Min.*	*Cu. ft.*	*Lbs.*	*Shovels*	*Cu. yds.*	*Lbs.*	*P.c.*	*Shovels*	*Yards*	*Lbs.*
Sand, or Sandy loam	4	5	...	0.073	0.031	.....	.....	0.104	0.16	16	9.6	3.4	9,230	30	7.4	2.6	7,100
	6	5	...	0.073	0.043	.....	.....	0.116	0.14	14	8.6	2.7	7,250	30	6.6	2.0	5,580
	8	5	...	0.073	0.056	.....	.....	0.129	0.11	11	7.8	1.9	5,120	30	6.0	1.4	3,940
	4	7½	...	0.073	0.043	.....	.....	0.116	0.14	14	8.6	2.7	7,250	30	6.6	2.1	5,580
	6	7½	...	0.073	0.056	.....	.....	0.129	0.12	12	7.8	2.1	5,590	30	6.0	1.6	4,300
	4	10	...	0.073	0.058	.....	.....	0.131	0.13	13	7.6	2.2	5,960	30	5.9	1.7	4,580
	6	10	...	0.073	0.076	.....	.....	0.149	0.11	11	6.7	1.6	4,440	30	5.2	1.3	3,420
	...	...	20	0.073	0.020	0.080	0.080	0.253	0.20	20	4.0	1.8	4,750	5	3.8	1.7	4,520
	...	...	30	0.073	0.020	0.120	0.120	0.333	0.20	20	3.0	1.3	3,600	5	2.9	1.3	3,430
Loam, gravelly	4	5	...	0.092	0.031	.....	.....	0.123	0.14	15							3,920
	6	5	...	0.092	0.043	.....	.....	0.135	0.13	1							5,015
	8	5	...	0.092	0.056	.....	.....	0.148	0.10	1							3,530
	4	7½	...	0.092	0.043	.....	.....	0.135	0.13	1							5,010
	6	7½	...	0.092	0.056	.....	.....	0.148	0.11	1							3,870
	4	10	...	0.092	0.058	.....	.....	0.150	0.12	1							4,180
	6	10	...	0.092	0.076	.....	.....	0.168	0.10	1							3,100
	...	...	20	0.092	0.020	0.080	0.080	0.272	0.19	2							4,520
	...	...	30	0.092	0.020	0.120	0.120	0.352	0.19	21						1.1	3,490
Gravel, medium	4	5	...	0.084	0.031	.....	.....	0.115	0.12	17.0	8.7	2.3	8,870	30	6.7	1.8	6,820
	6	5	...	0.084	0.043	.....	.....	0.127	0.10	14.2	7.9	1.8	6,720	30	6.0	1.3	5,170
	8	5	...	0.084	0.056	.....	.....	0.140	0.08	11.4	7.1	1.3	4,880	30	5.5	1.0	3,750
	4	7½	...	0.084	0.043	.....	.....	0.127	0.11	15.6	7.9	1.9	7,370	30	6.0	1.5	5,670
	6	7½	...	0.084	0.056	.....	.....	0.140	0.09	12.8	7.1	1.4	5,480	30	5.5	1.1	4,220
	4	10	...	0.084	0.058	.....	.....	0.142	0.10	14.2	7.0	1.6	6,000	30	5.4	1.2	4,620
	6	10	...	0.084	0.076	.....	.....	0.160	0.08	11.4	6.2	1.1	4,270	30	4.8	0.8	3,280
	...	...	20	0.084	0.020	0.080	0.080	0.264	0.15	21.3	3.8	1.3	4,840	5	3.6	1.2	4,610
	...	...	30	0.084	0.020	0.120	0.120	0.344	0.15	21.3	2.9	1.0	3,720	5	2.8	0.9	3,540

Detailed analysis of shoveling earth data



Frederick Winslow Taylor

F.W. Taylor. The Principles of Scientific Management. Harper and Bothers Publishers, New York, 1919.

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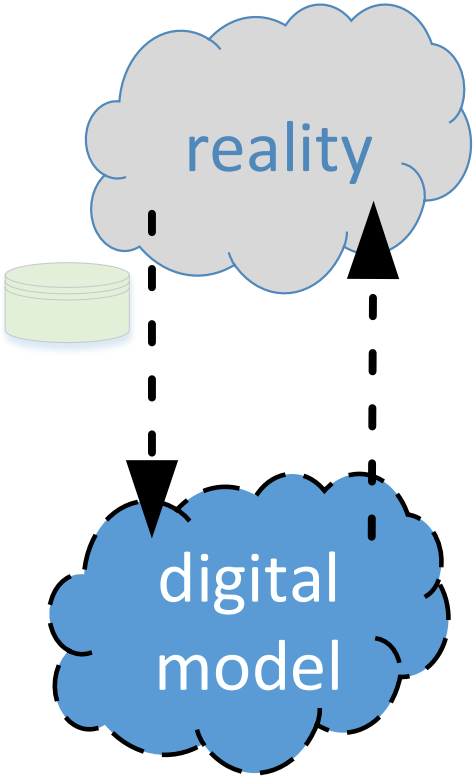
Towards a Digital Twin of an Organization (DTO)



Examples: business process modeling, discrete event simulation, etc.

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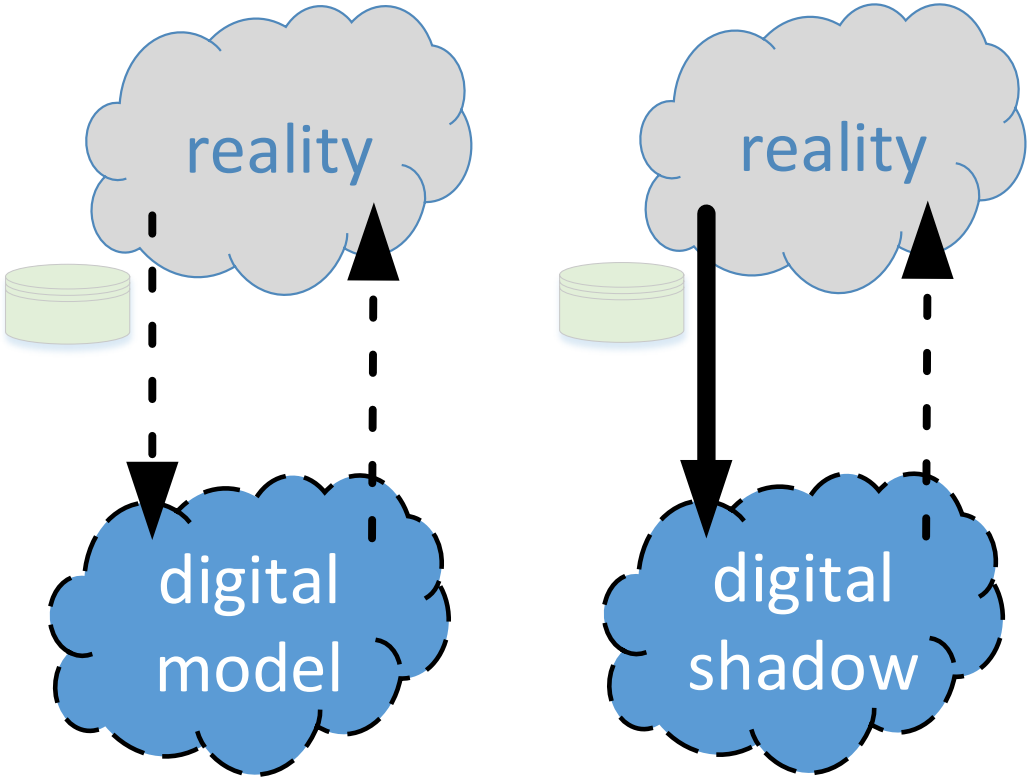

Process mining is a key technology to create a digital shadow. 15 years ago we were already able to automatically create simulation models based on event data only!

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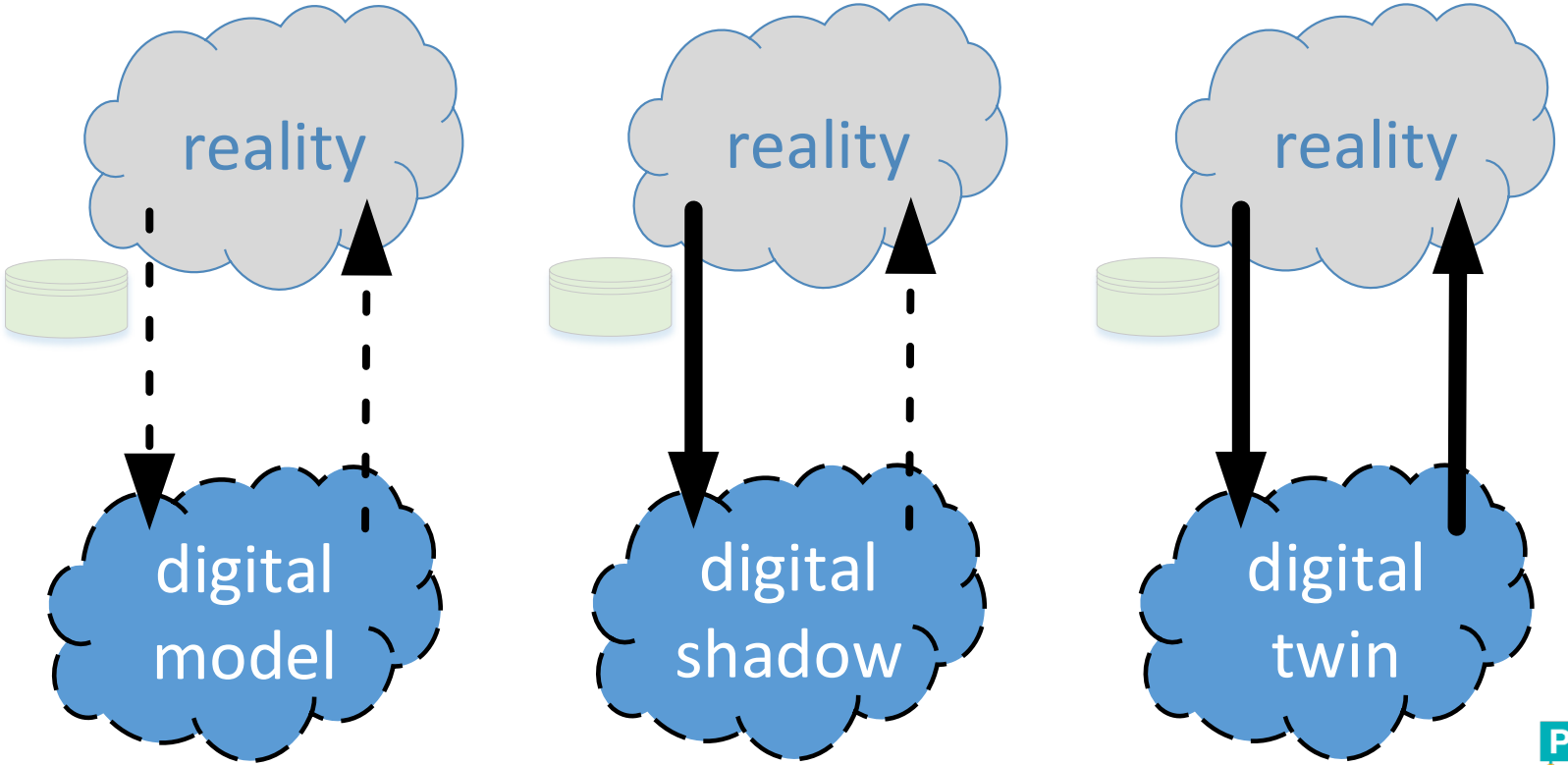
Towards a Digital Twin of an Organization (DTO)



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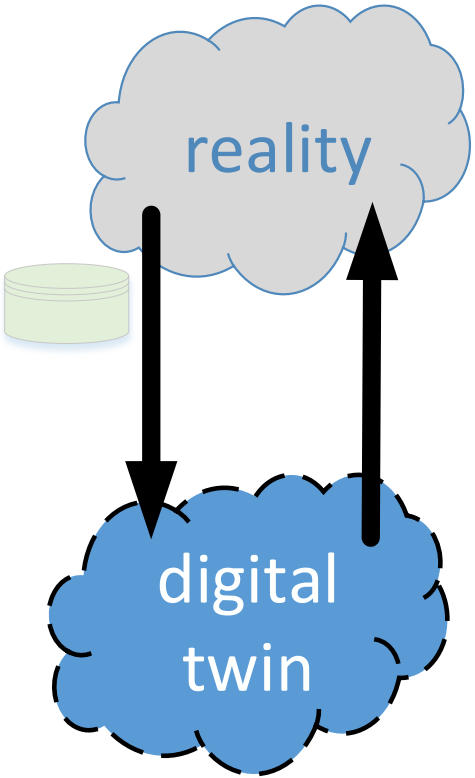

Traditional process mining techniques and tools can create a digital shadow from event data.

To create a digital twin, process mining techniques need to be more forward looking. This includes:

- **Operational support, including predictions and recommendations.**
- **Action-oriented process mining, triggering corrective workflows**

(Also see the Celonis Execution Management System.)

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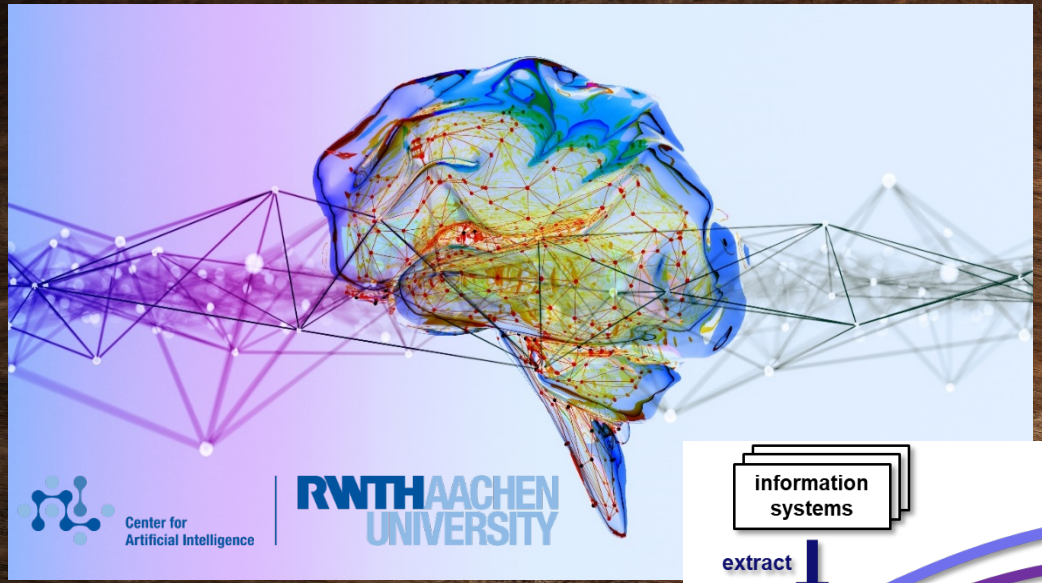

For more information:
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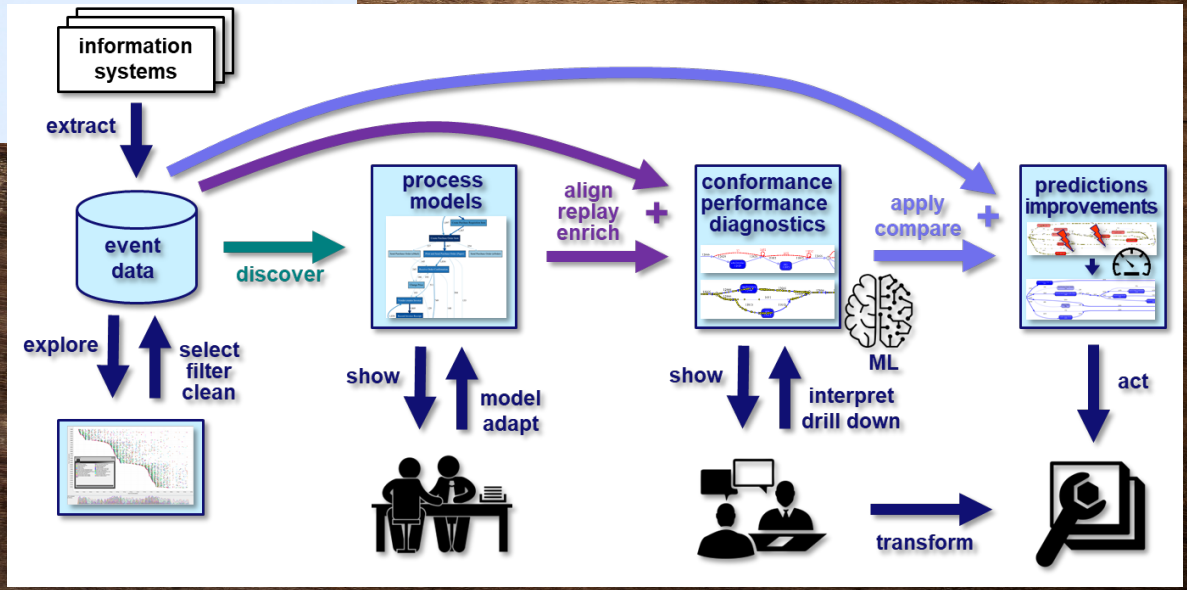

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