



Process Mining in der Praxis

Erfahrungen und Praxisbeispiele

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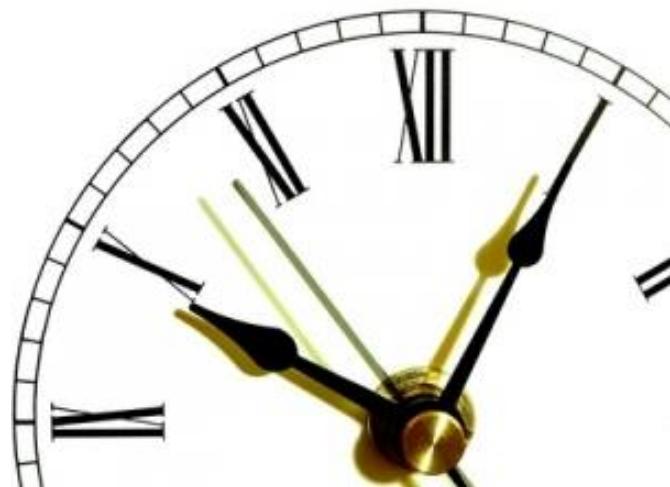
Introduction OPITZ CONSULTING

- Founded in 1990 near cologne
- Approx. 390 employees; 11 Locations in Germany and Poland
- Provide solutions from Strategy, Planing to Implementation and Maintenance
- Specialist in Business IT Alignment, BPM, SOA and system integration, Application development, IT Infrastructure Management



Agenda

- 1. Application Areas**
- 2. Claim Management**
- 3. Process Mining and Adaptive Case Management**
- 4. Adaptivity (today)**
- 5. Case Management Modeling Standards**
- 6. Process Mining on a Project Management Tool**
- 7. Process Mining in Banking**



1

Application Areas

Application Areas

- **Most common use case:**
 - Identification and Analysis of existing processes
- **Typical Industries**
 - Industrial Enterprise, Public Authorities, Banking, Parcel Delivery, Hospitals, Airports and Insurances
- **Examples:**
 - Flow and Speed of manufacturing processes
 - Weak-Point Analysis of Business Processes
 - Airport Copenhagen (Luggage: from Check-In to the Plane)
- **More under IEEE CIS Task Force on Process Mining**
[http://www.win.tue.nl/ieeetfpm/doku.php?id=shared:process mining case studies](http://www.win.tue.nl/ieeetfpm/doku.php?id=shared:process_mining_case_studies)

2

Claim Management

Modernize Claim Management

Project Example (1) [under development]

COMPANY OVERVIEW

- Insurance software solutions provider
- Global partner network of more than 1250 implementation specialists
- Solution is used by over 60 insurance companies representing more than 100,000 daily users across 40 countries

CHALLENGES/OPPORTUNITIES

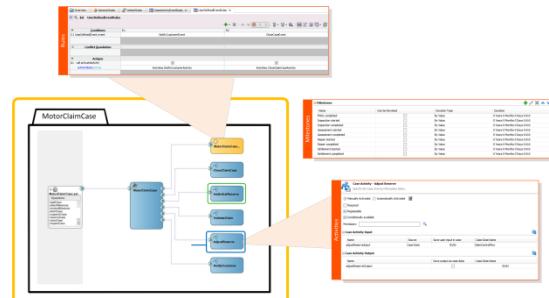
- Trade-off between rigid und flexible processes
- Reduction of process costs and higher information quality
- Transparency as to where a claim is now and what is the next step
- Efficient Case Handling – with “One Click Access” to any needed function

SOLUTION

- Design and implementation of an Adaptive Case Management (ACM) approach
- Using ACM & BPM to handle claim activities
- Rule based decisions and execution

RESULTS

- Build to change: Define and change which activities are available in the different phases of a claim case
- Business user empowerment – both at design time and runtime
- Easy upgrade through controlled customizations and extensions
- Process automation
- Management visibility: Business decisions based on measurable facts



New ways in Claim Management

Project Example (2) [PoC]

COMPANY OVERVIEW

- System house for federal insurances in the German market (approx. 210 emp.)
- Enhancement and support of IT-landscapes for several clients (e.g. property insurances, building insurances, life insurances, ...)
- Guaranty of confidentiality, availability and integrity of data and applications

CHALLENGES/OPPORTUNITIES

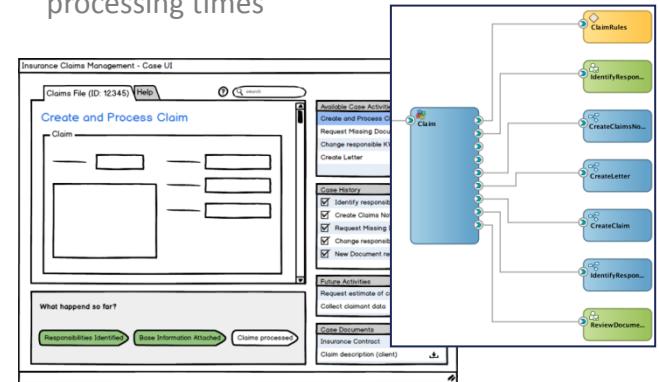
- Many different claim types with specifics in regulation
- Hidden knowledge from experienced workers
- Many parallel requests through different channels in case of a natural disaster
- Limited tracability and lack of reporting

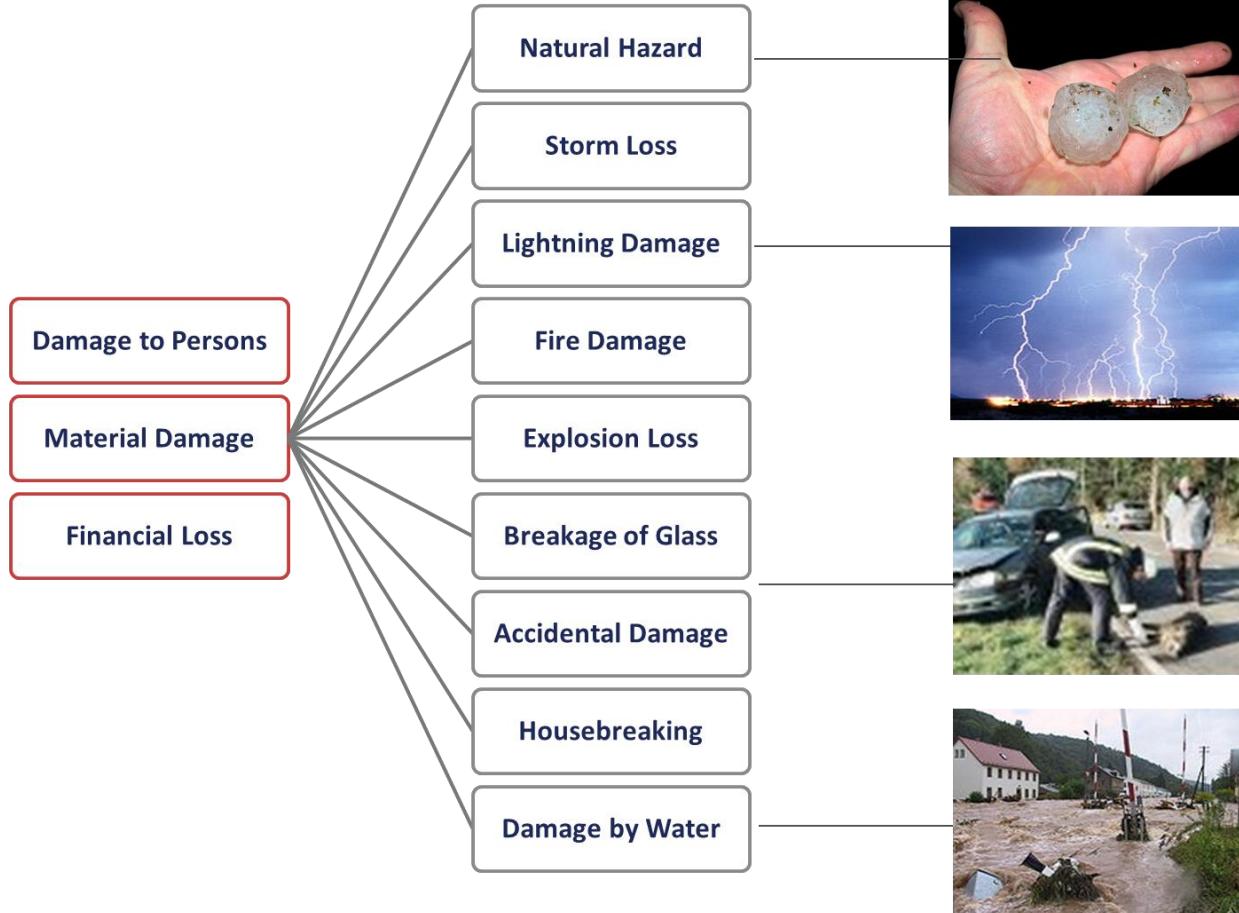
SOLUTION

- Used a combination of BPMN (to standardize specific working steps) and ACM (to provide flexibility in case processing) in order to modernize the existing claim management platform
- Customer departments involved: Claim department (Business), IT

RESULTS

- Guided Navigation: reduced training of unskilled employees
- Event-driven: easily adaptable system and flexible claim management possibilities
- Predictive Working: Provided suggestions in order to find the „best“ decision
- Increased customer satisfaction due to higher process transparency and shorter processing times





The View of the Customer



The View of the Claim Handler

The screenshot displays a multi-layered software interface for managing insurance claims. The primary window, 'Schadenshauptmaske', is filled with numerous input fields and dropdown menus. It includes sections for basic claim information (Schadensnr., Vertrag, V>Status, S>Status), policy details (Deckung, Betreff, Hinweise), and various legal and administrative checkboxes. Overlaid on this are several other windows: 'Schadensabrechnungen' (showing tables for calculations and reserves), 'Schadenspartner' (listing partners and roles), 'Schadenarbeitspapiere' (containing detailed documents and signatures), and 'Schadenzahlungen' (for payment processing). The overall appearance is one of a highly specialized and integrated business application.

Challenges in Claims Management

- Many different claim types with specifics in regulation
- Missing user guidance
- Hidden knowledge from experienced workers
- Many different systems and independent solutions
 - Telephone, Email, Correspondence
 - Integration of different partners
 - Task Management
- Many requests through different channels in case of a natural disaster (in parallel)
- Limited tracability and lack of reporting

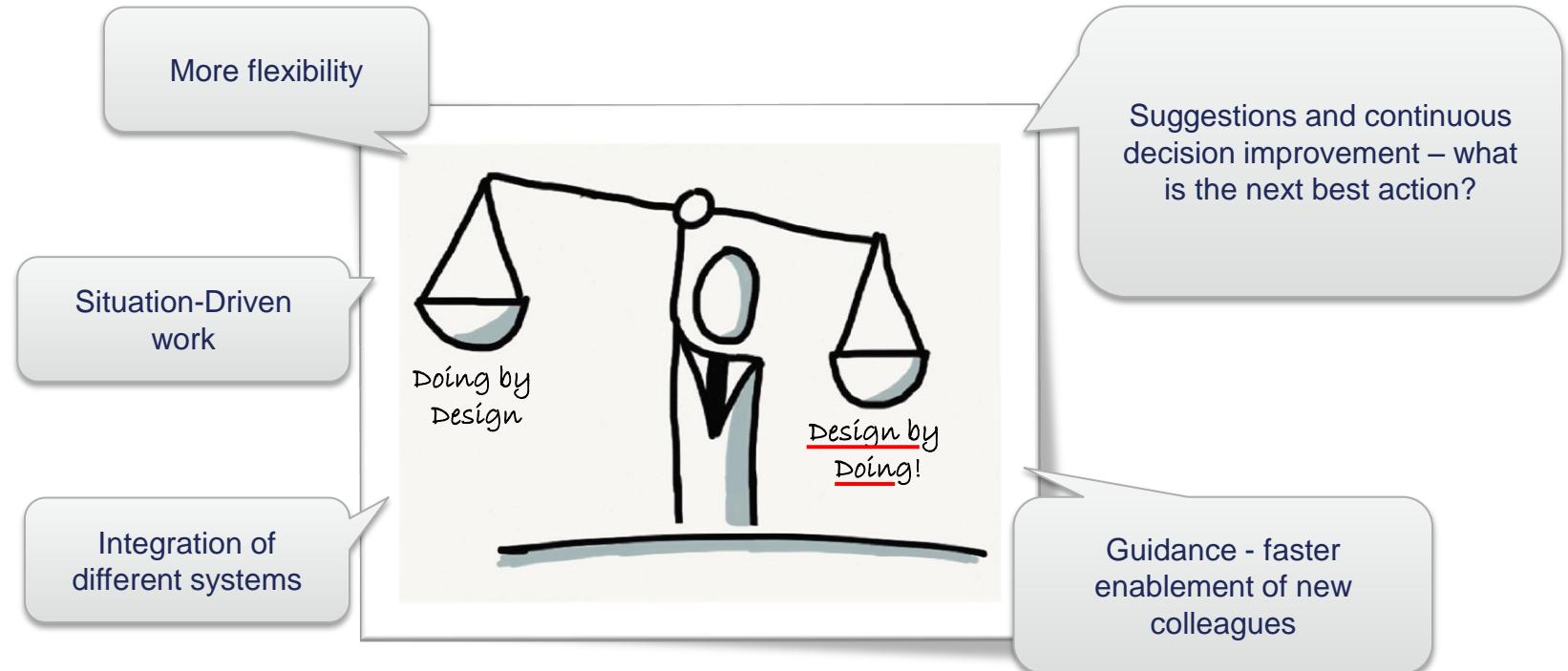


What the Customer wants...



What is needed?

Or: What do we expect from an ACM solution?



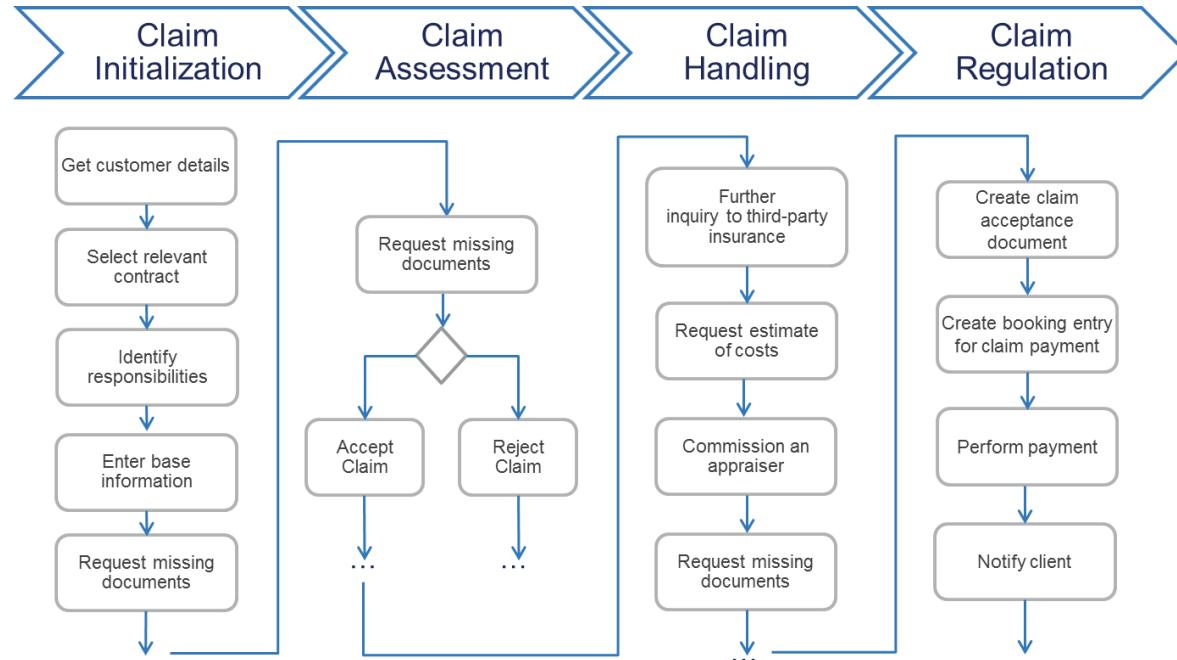
Expected benefits by the company

- Trace claim management across system boundaries
- Improvement of the data quality
- Statistical analysis in order to develop new business models
- Improvement of decisions
- Identification of potential work step automations
- Integration of new systems
- Faster enablement for new employees



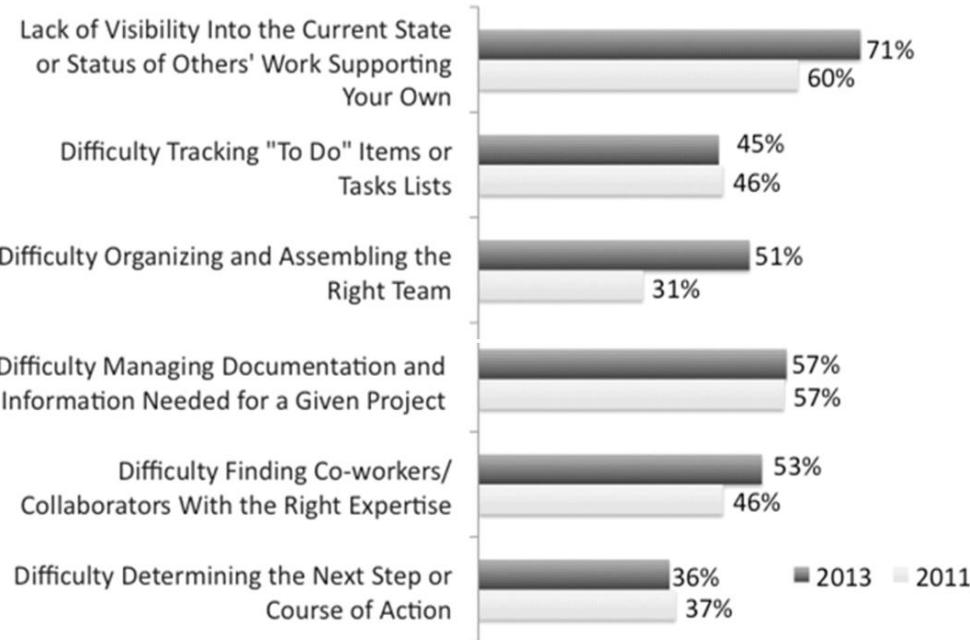
Main steps in Claim Management

Simplified and Structured



Reality Check

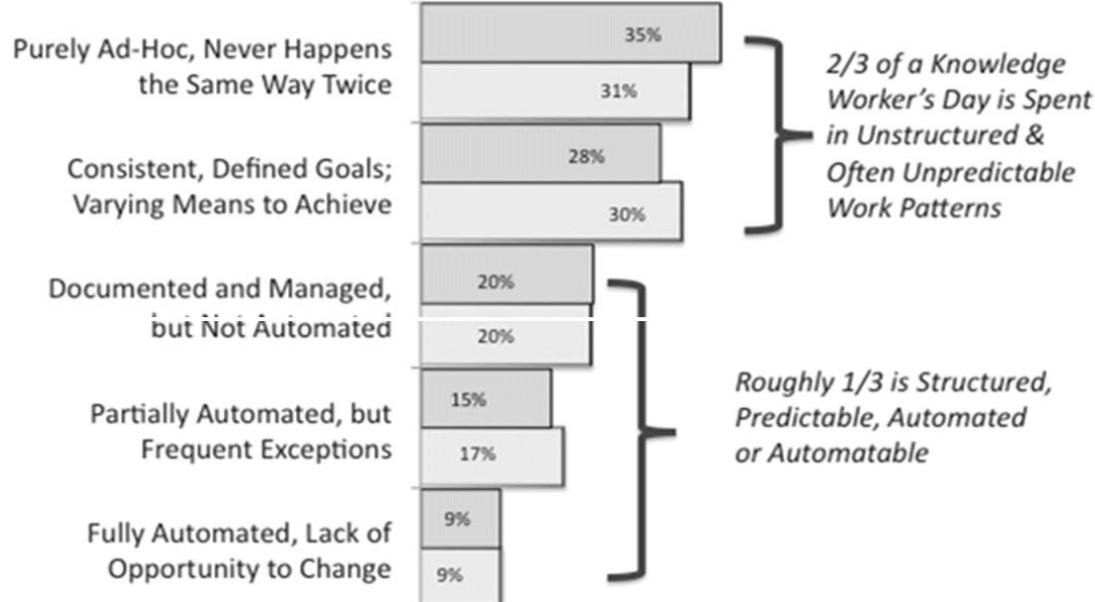
Daily challenges knowledge workers face



Source: 2011 - 2013 Case Management Survey

Work patterns of knowledge workers

Percent of the day spent in different modes



Source: 2011 - 2013 Case Management Survey

Emerging Paths

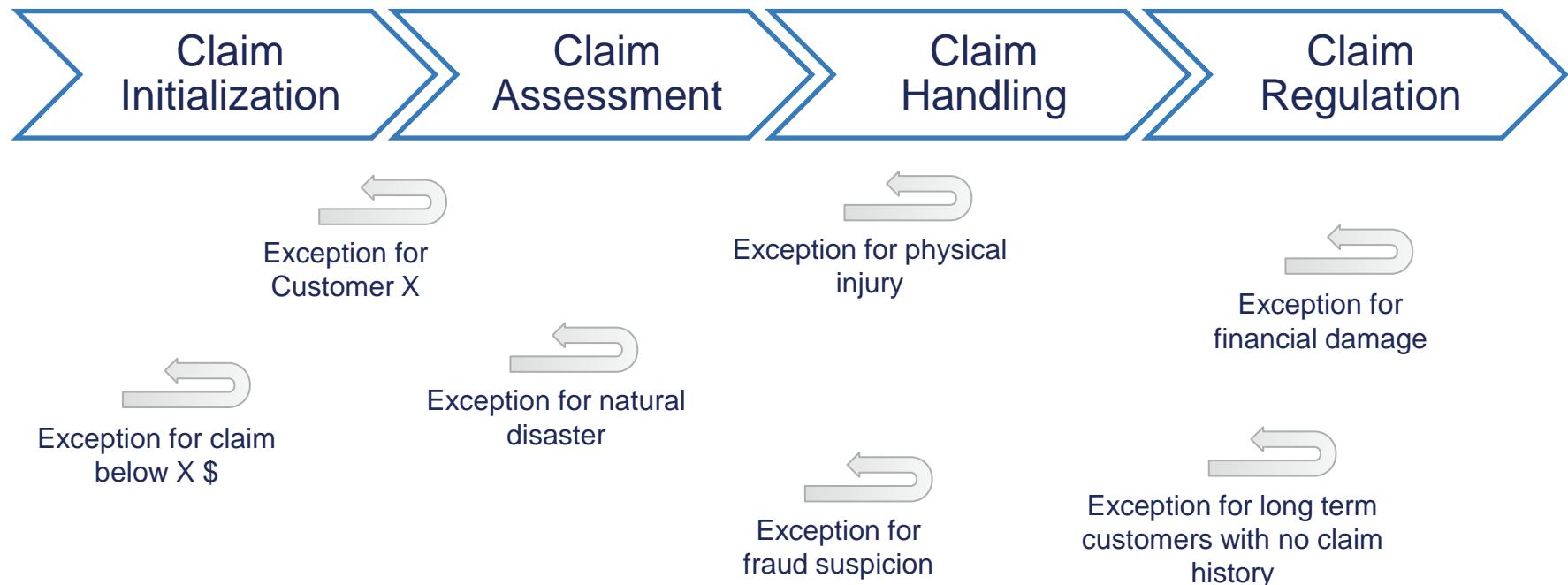


- **Suggest Next Best Order:**
 - Customer also bought...
- **Suggest Next Best Action:**
 - Recommendation System
 - No rigid control of the user
- **Ratingsystem vs. Social**
 - Credibility
 - Trust 2000 customer ratings or better to 2 friends?

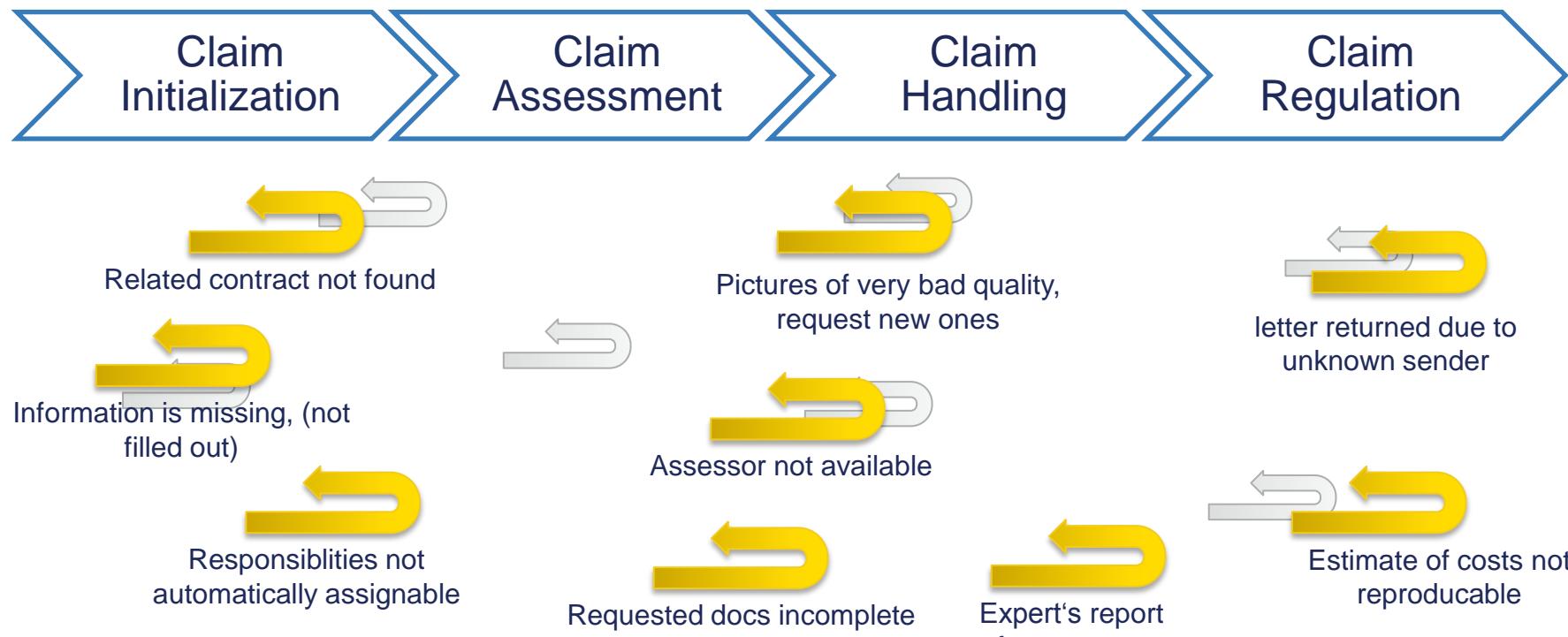
http://www.nature.com/nature/journal/v388/n6637/fig_tab/388047a0_F1.html

Claim Management is context-based ...

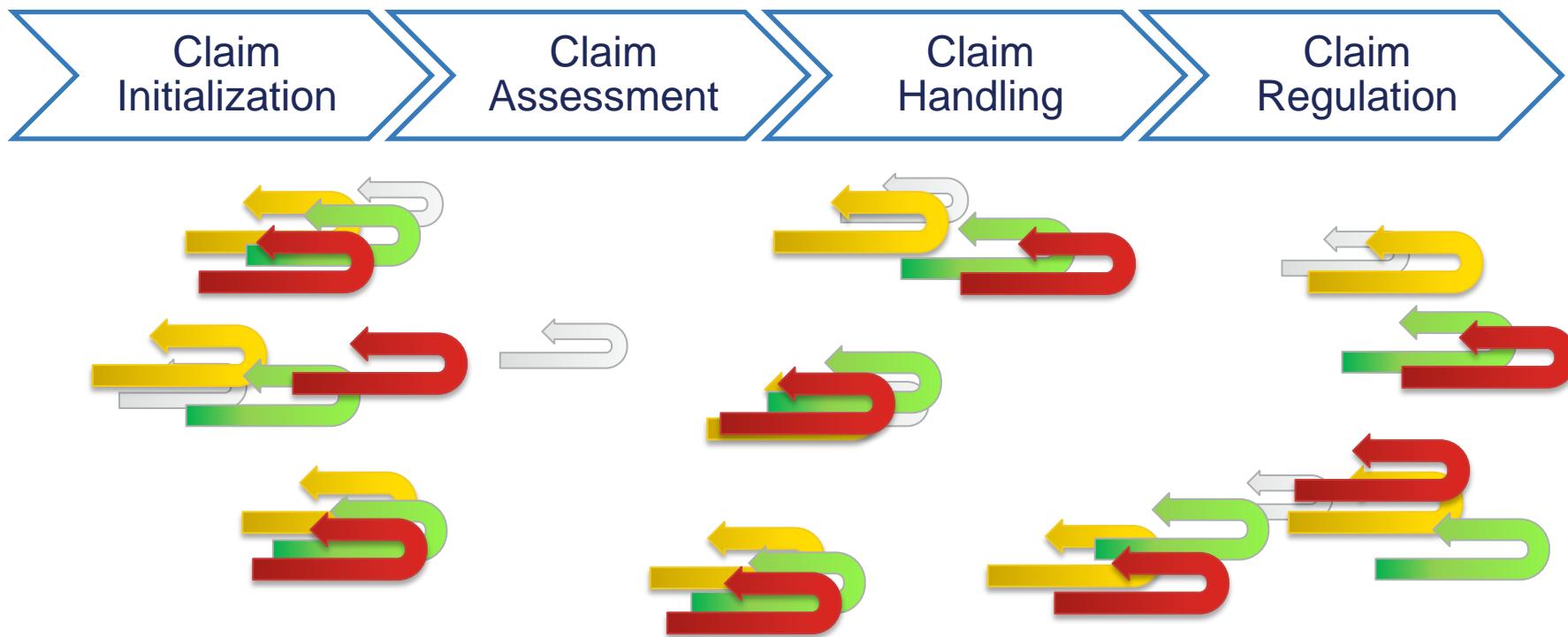
... with many exceptions



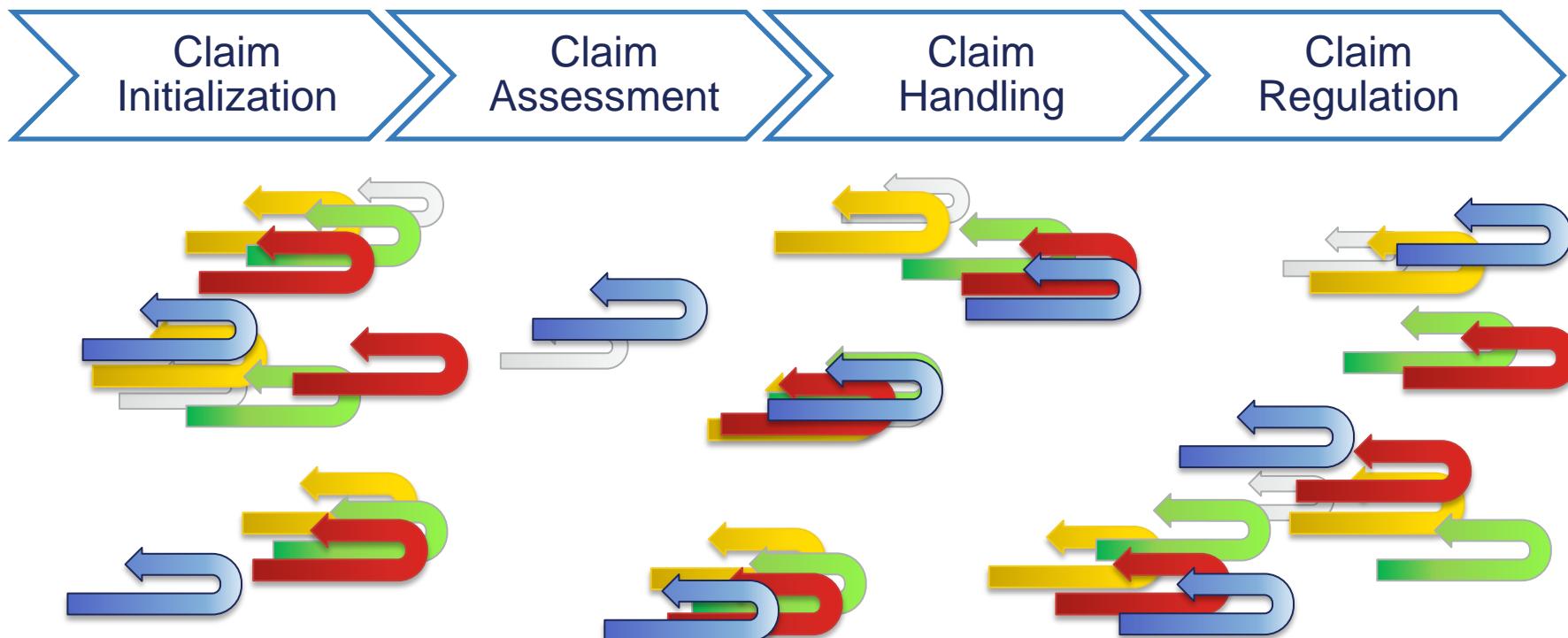
More Exceptions



Is the exception the rule?



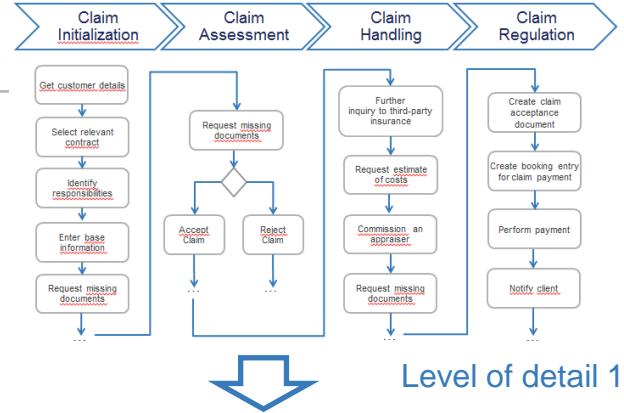
More exceptions than default paths



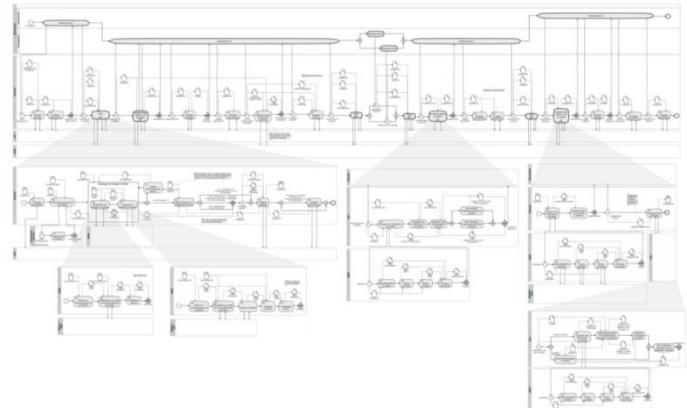
Is everything modeled?

- Processes or subprocesses with:
 - Activities may be executed more than once
 - Some activities are mandatory, some are optional
 - There are manual and automated activities
 - Activities from different phases can relate to each other
 - Going back to preceding activities or phases is possible
 - During runtime there may be need for ad hoc activities, e.g. when a colleague has to be involved

- Activities are executed by different roles:
 - A security concept controls, if an activity can be executed.
 - For better scaling, work has to be distributed



Level of detail 1



Level of detail 2

Modeling Exercise „Underwriting“

Text-to-Model

„Sometimes the applicant receives a callback by phone to answer additional questions within a medical questionnaire.

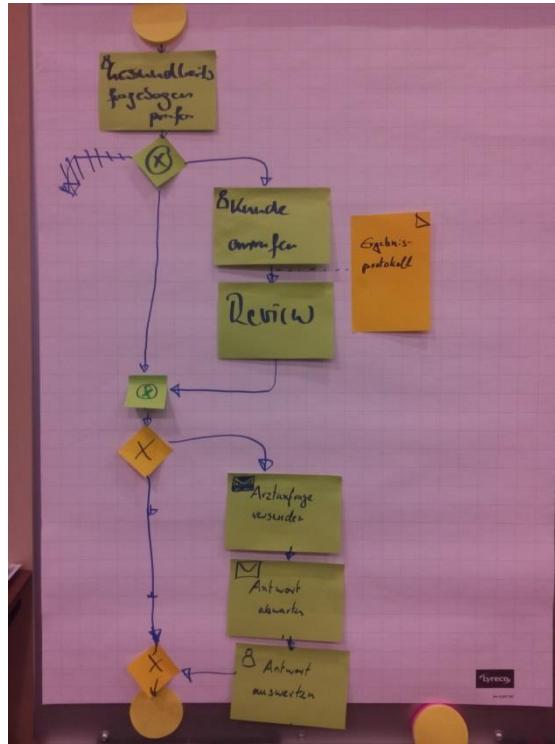
The clerk decides whether this is possible or not – based on his experience and his skills.

If the clerk called the applicant the resulting protocoll has to be reviewed by one of his colleagues.

In case of any abnormalities the doctors of the applicant can be consulted. This always happens by fax. The doctor is answering back by Fax as well. A clerk evaluates the examination. This can affect the underwriting result.“

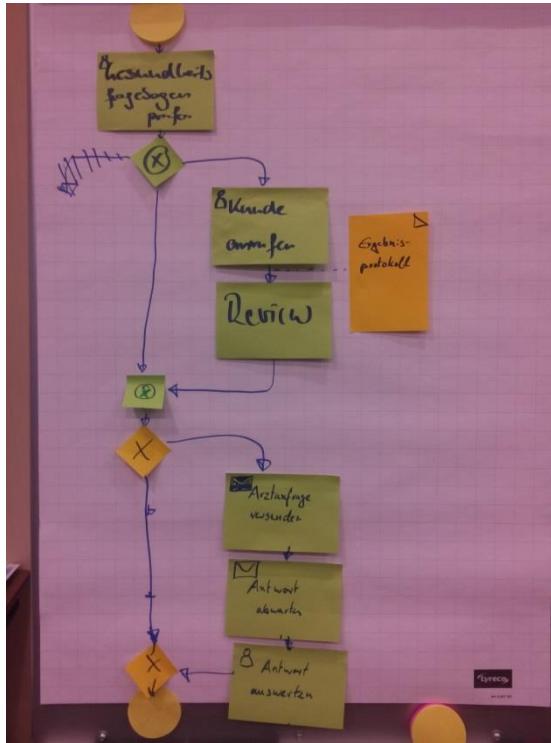
Modeling Exercise „Underwriting“

Different people / different results



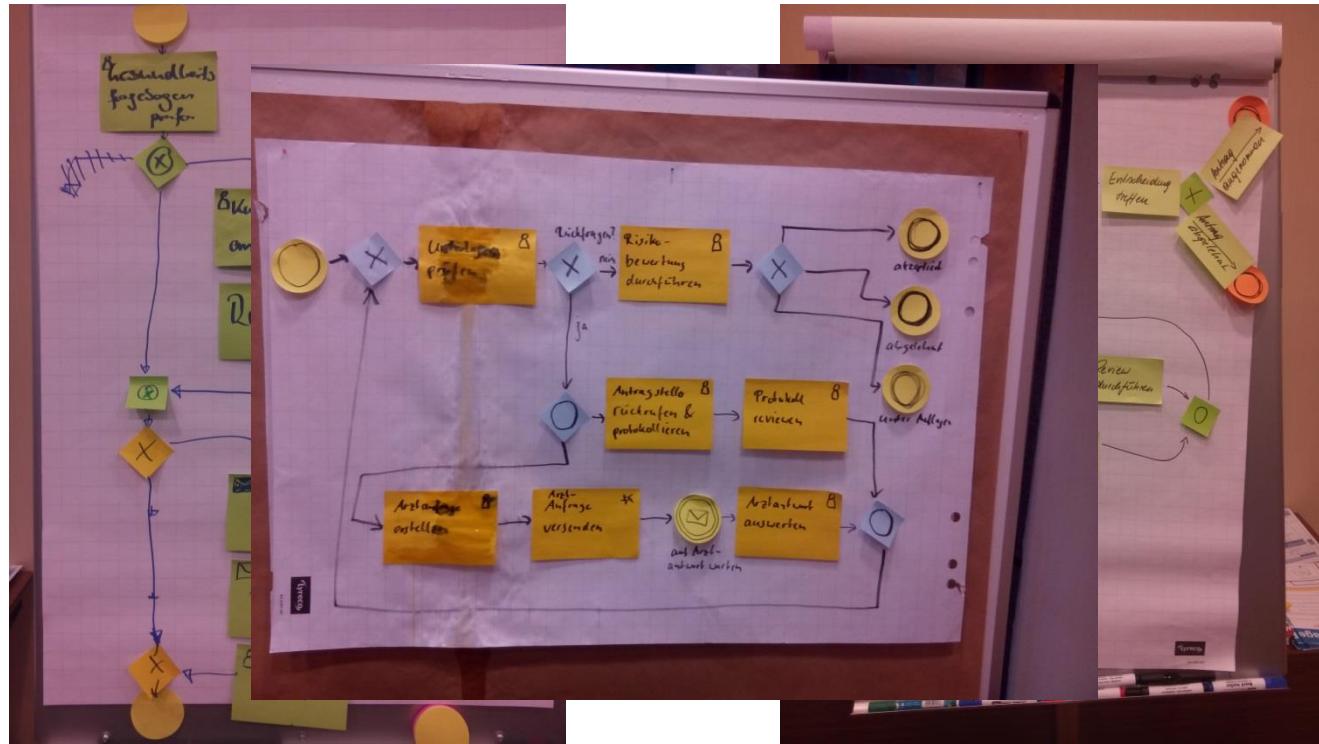
Modeling Exercise „Underwriting“

Different people / different results



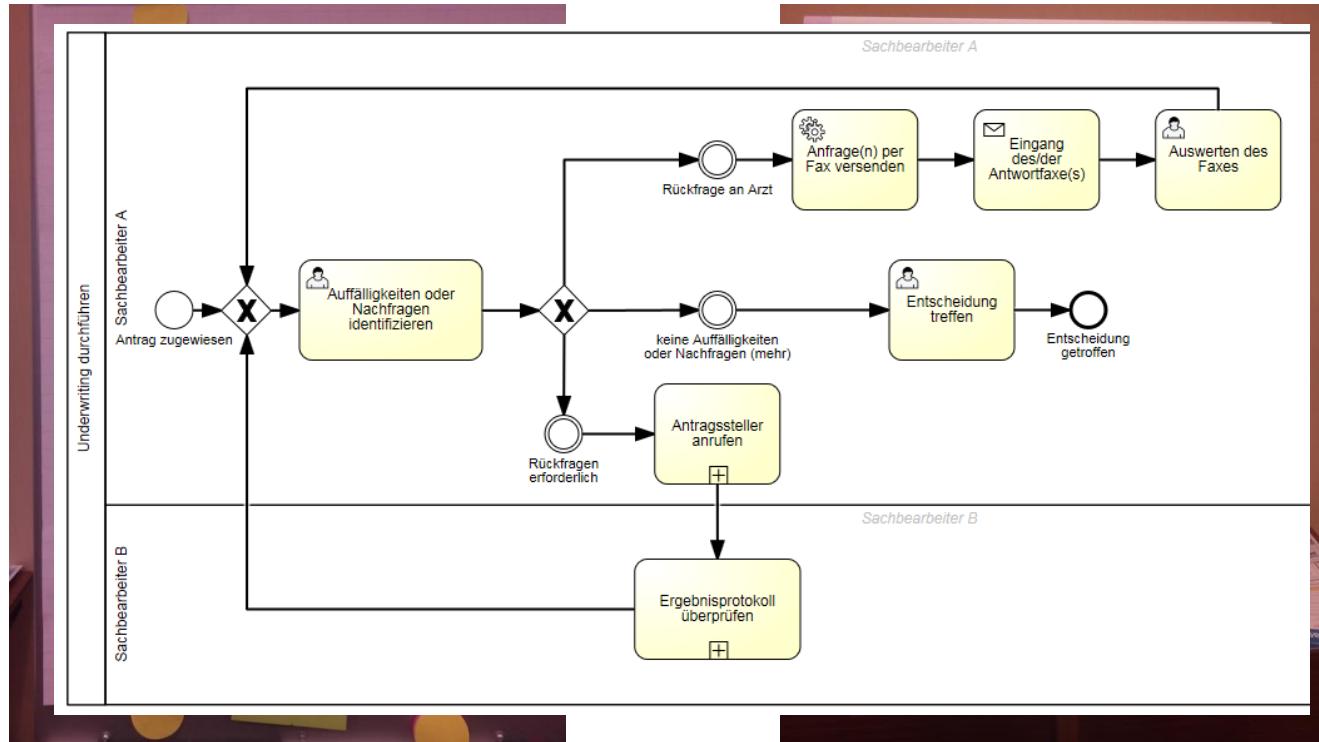
Modeling Exercise „Underwriting“

Different people / different results



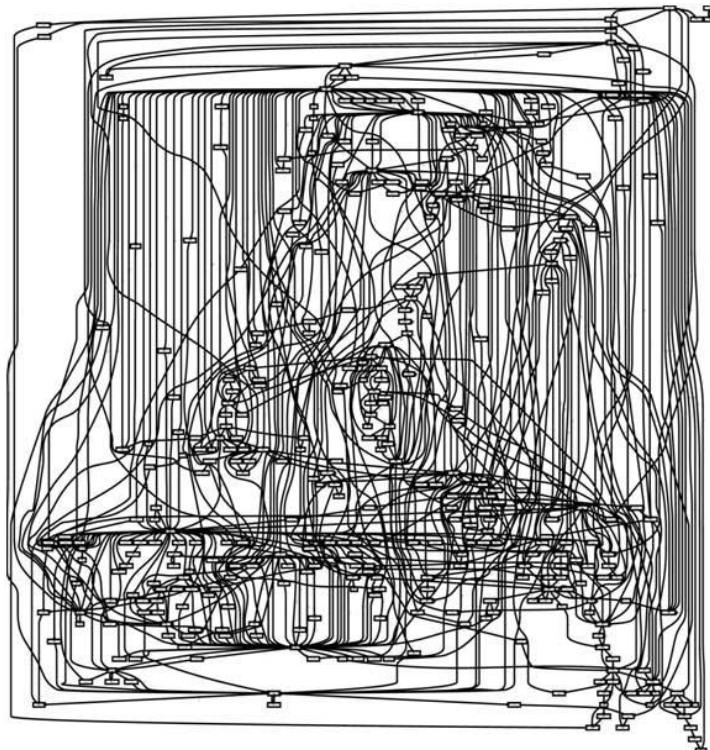
Modeling Exercise „Underwriting“

Different people / different results



Ad-Hoc, Unstructured and Unpredictable

What does that mean?



- Healthcare
 - 24.331 events
 - 627 patients
 - 376 different activities

Source: W. van der Aalst et al.,
“Process Mining Manifesto:
Toward Real Business Intelligence”

L* Lifecycle Model

Source: W. van der Aalst et al.,
“Process Mining Manifesto:
Toward Real Business Intelligence”

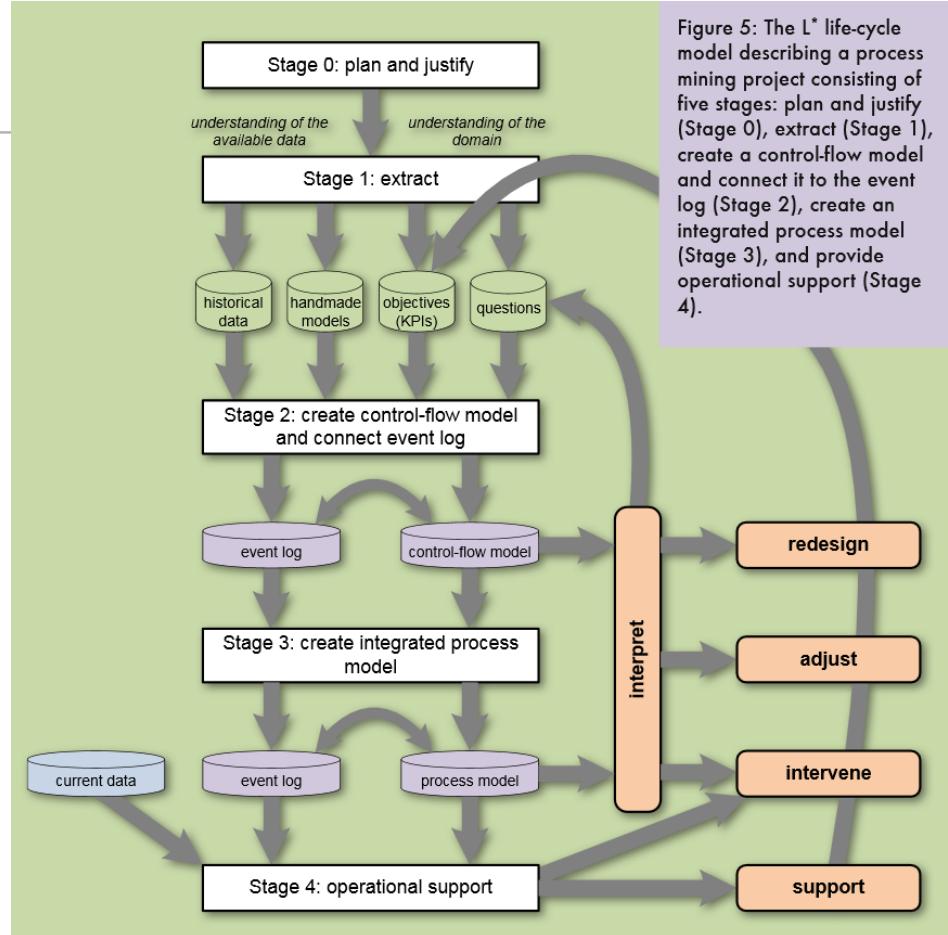


Figure 5: The L* life-cycle model describing a process mining project consisting of five stages: plan and justify (Stage 0), extract (Stage 1), create a control-flow model and connect it to the event log (Stage 2), create an integrated process model (Stage 3), and provide operational support (Stage 4).

Plan and Justify – Important Questions

- Which process should be investigated?
- What are the key areas of interest?
- Which activities are important?
- Which IT systems and actors are involved?
- How are the data of the individual systems designed?
- Can multiple systems share a system-wide unique ID Case?



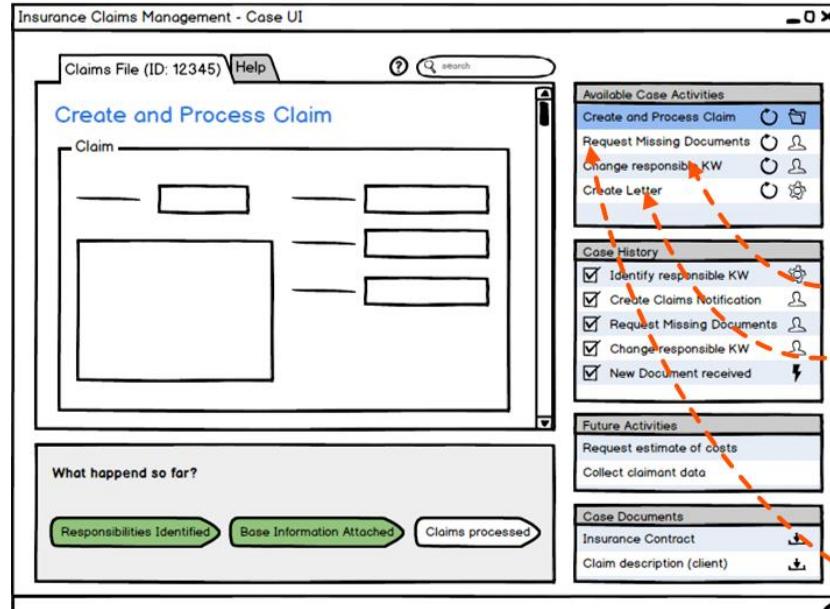
Demo: Unstructured Processes

3

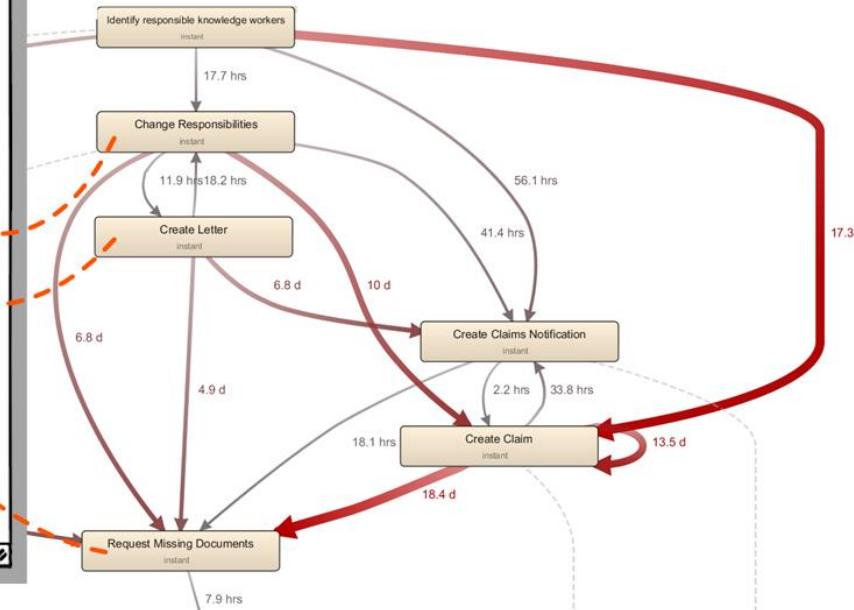
Process Mining and Adaptive Case Management

Process Mining and Adaptive Case Management

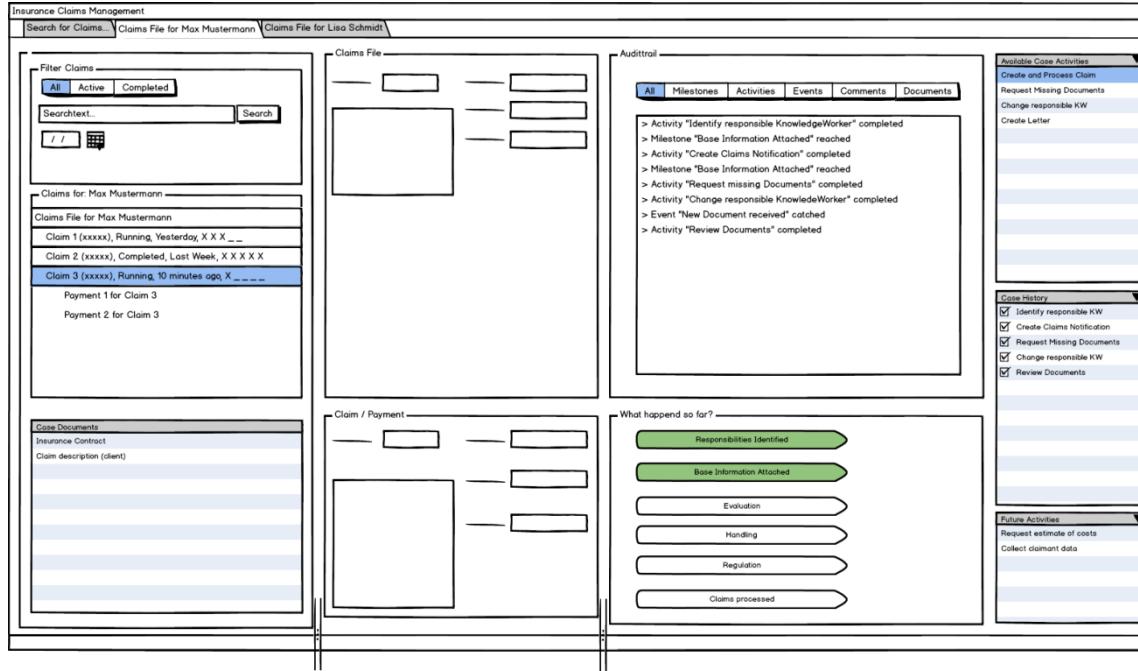
ACM User Interface



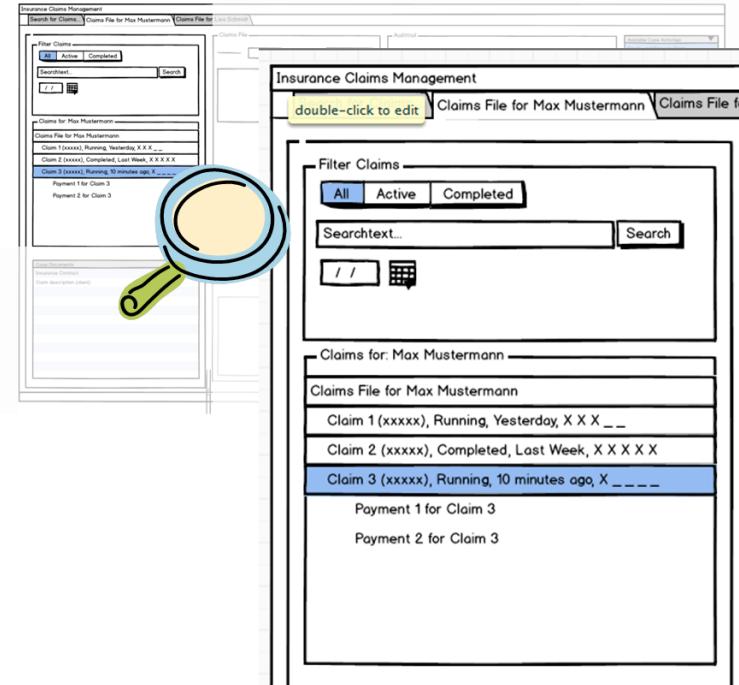
Process Mining Result



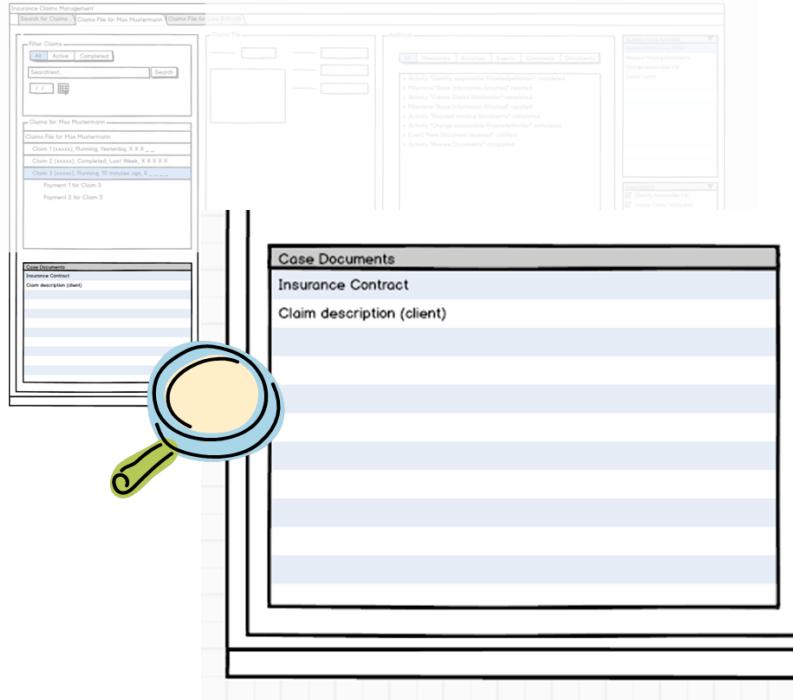
Anatomy of an ACM Solution (Example)



Case UI – Navigation and Search

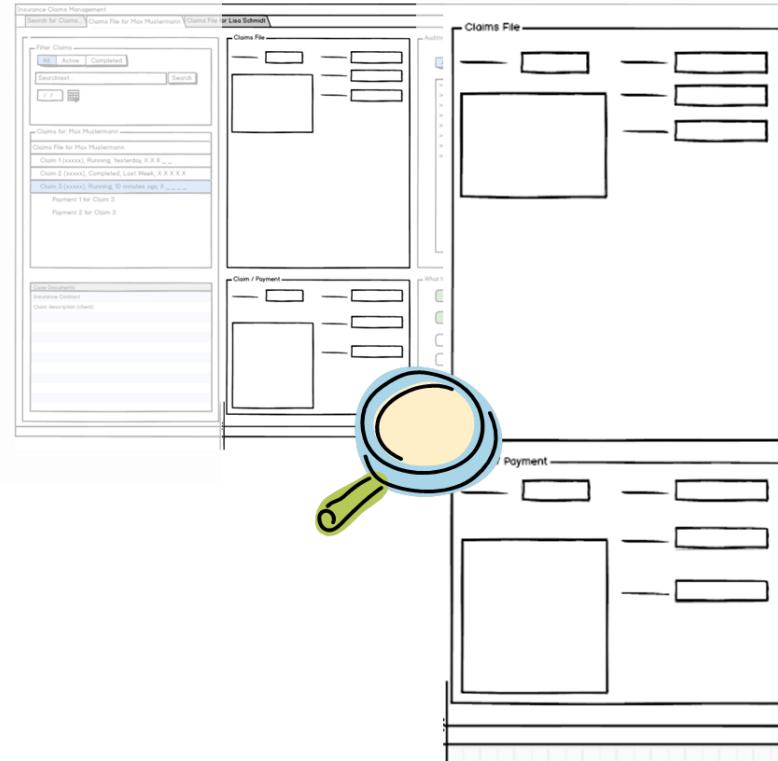


Case UI - Documents



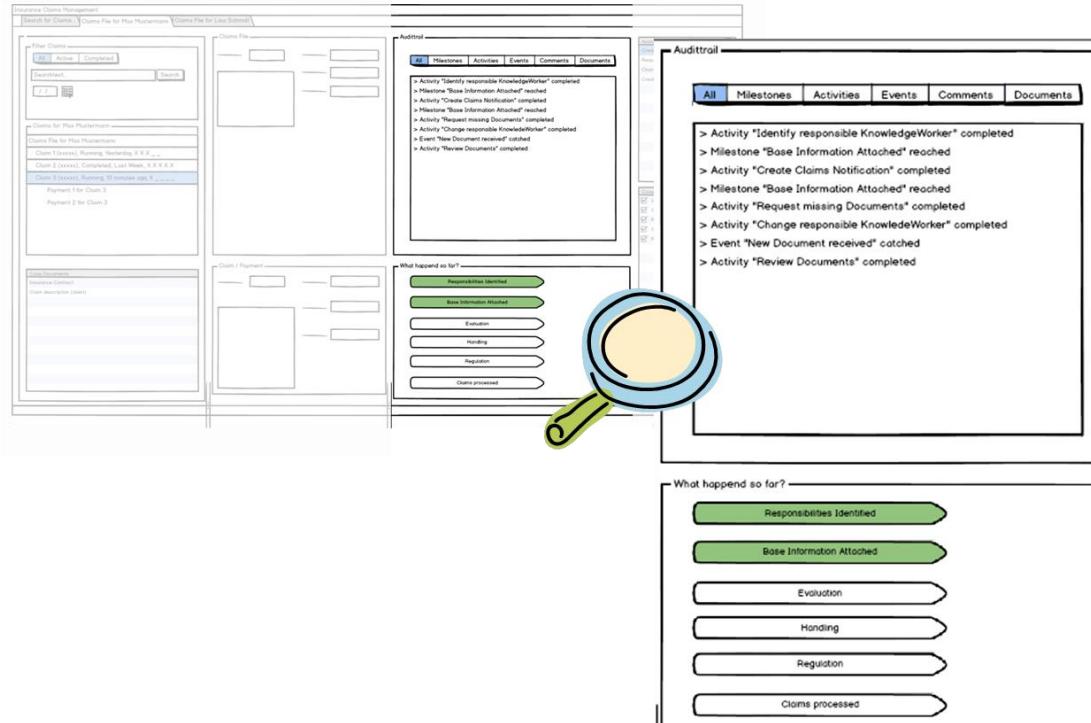
Case UI – Data

Details about the claim and it's related entities



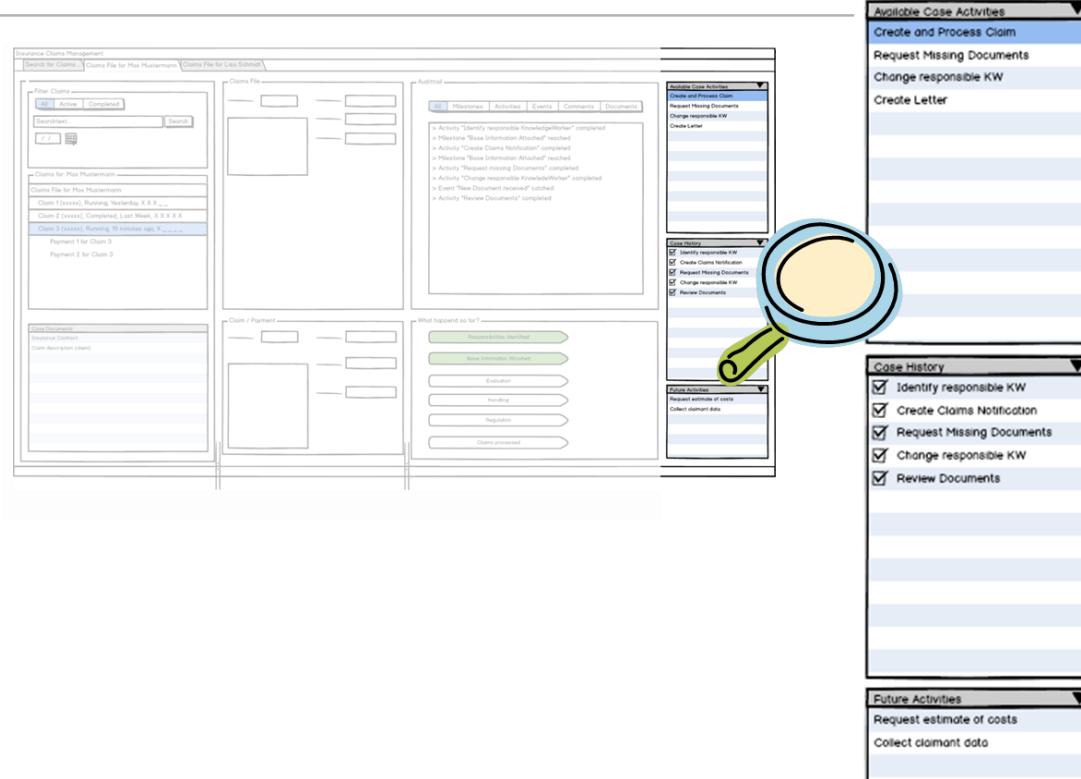
Case UI – Milestones & History

Where I am?

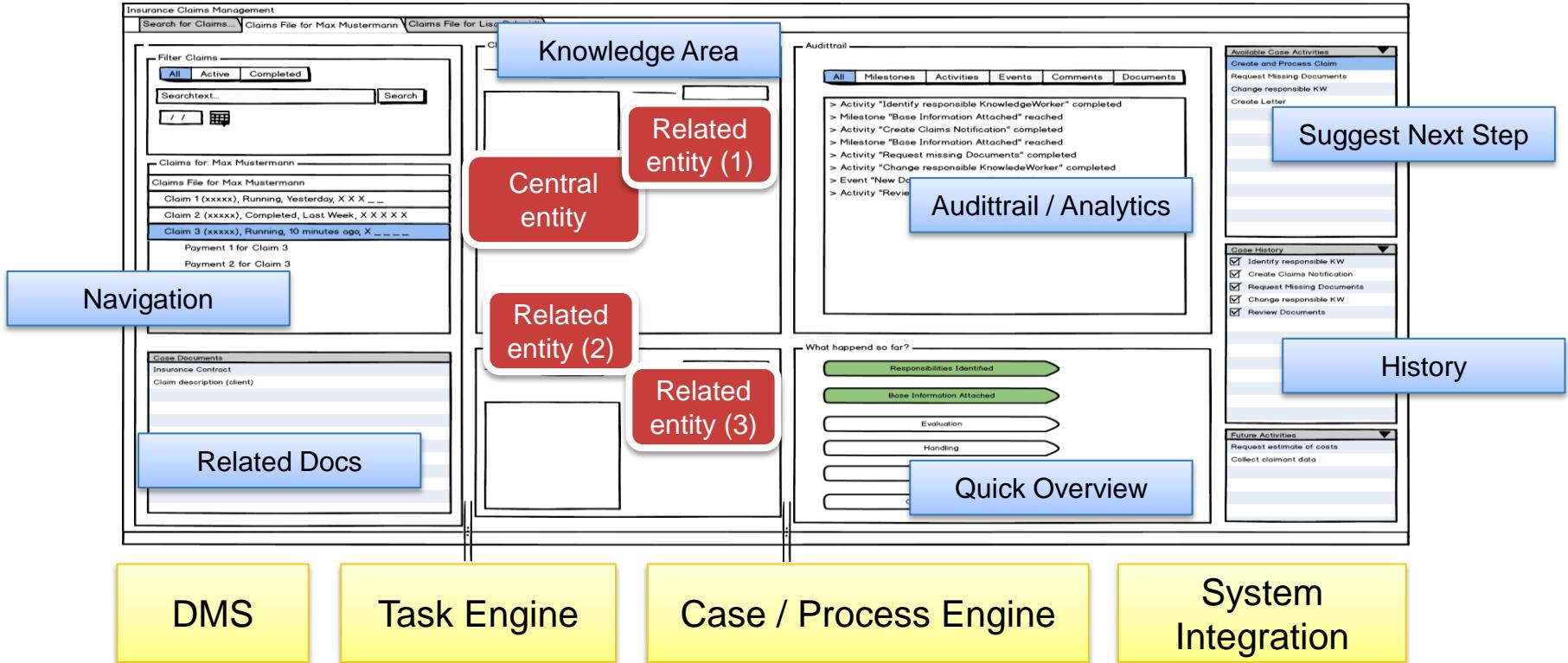


Case UI – Activities

What can I do next?

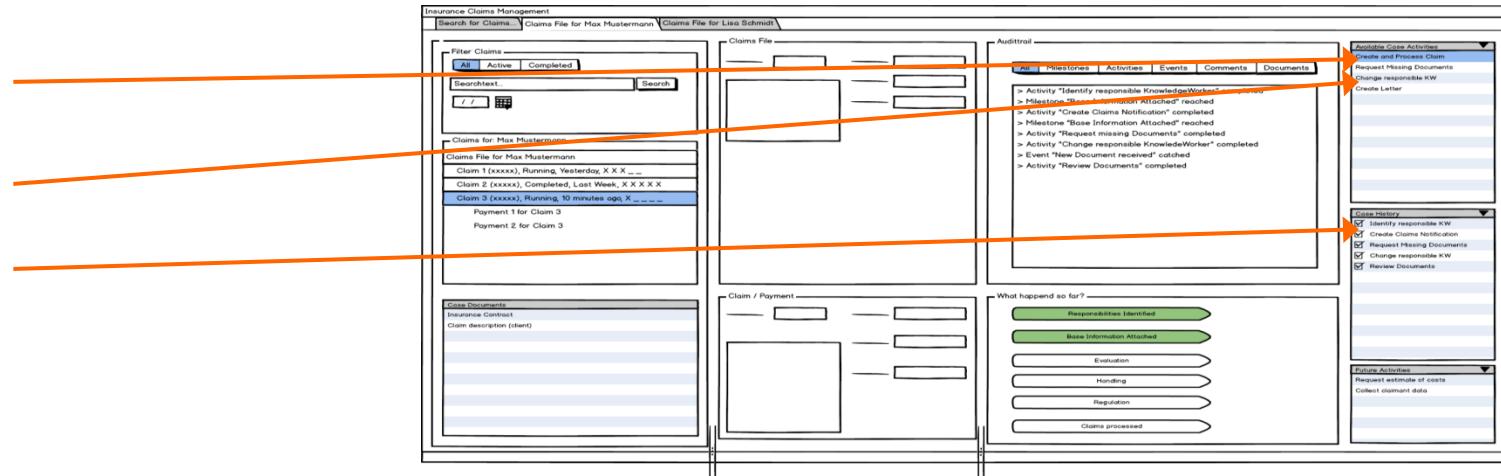


Case Management Solution Components



Case Management in Combination

CaseTask
Human Task
Process Task
(BPMN)



4

Adaptivity (today)

What is meant with „adaptive“?

Type (level of adaptivity)	Systems / languages / means	Example
adaptive	Ontologies, Semantic models, ACM redefined	Learning knowledge, changes on the fly, one vocabulary
guiding	CDM, Social BPM	Others have done ABC in your current context, rules bases reasoning
dynamic	BPM(N), ACM.current	Finite set of activities, take one, rules integration
static	BPEL / workflow engine	Static workflow – a priori activities

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Dynamic and „build to change“

What has to be defined during design-time?

Type (level of adaptivity)	Systems / languages / means	Example
adaptive	Ontologies, Semantic models, ACM redefined	Learning knowledge, changes on the fly, one vocabulary
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dynamic	BPM(N), ACM.current	Finite set of activities, take one, rules integration
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Defintition of: Activities, Milestones, Rules, Events, Data, Stakeholders

The value of Dynamic Case Management

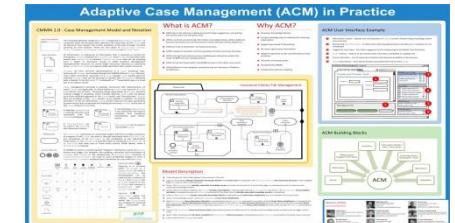
- Change the „flow“ of the case without re-deployment
- Define and change which activities are available in the different phases of a case without re-deployment (adjust pre-/post-conditions)
- Define automatic triggering of e.g. case activities based on milestones, outcomes and events
- Move milestones without re-deployment (e.g. milestone „Assessment finished“ requires the execution of additional activities)
- Add an additional activity call
 - Without re-deployment: possible, if the activity already exists
 - With re-deployment: if the activity didn't exist before (might require instance migration)

5

Case Management Modeling Standards

Case Requirements | CMMN

- Defined by the OMG as a new standard for Case Modeling
- Released in May 2014
- Is a notation for modeling and graphically expressing a case
- Is an interchange format for exchanging Case Models among different tools
- Vendors like Oracle, IBM, SAP, Kofax, Cordys and Tibco have contributed to this standard
- Download our CMMN / ACM Poster from
<http://acmcommunity.com>



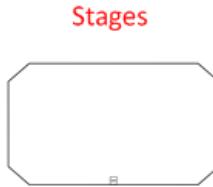
CMMN | Case Plan Model

Case Name

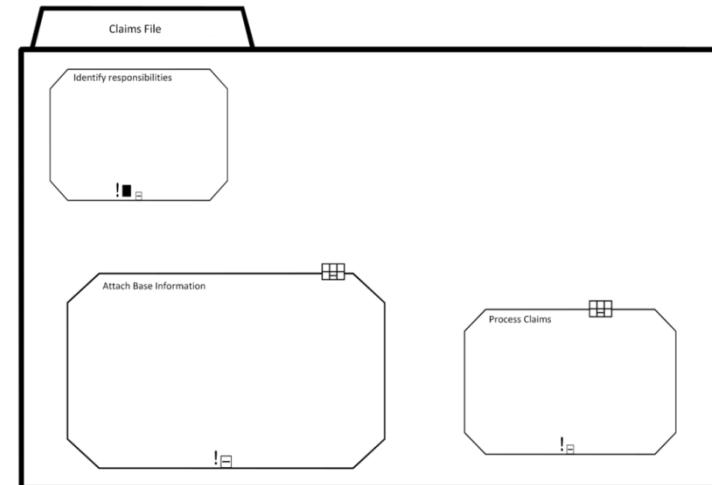
- The complete behavior model of a Case is captured in a CasePlanModel.
- It comprises both:
 - all elements that represent the initial plan of the Case,
 - and all elements that support the further evolution of the plan through run-time planning by case workers.

CMMN | Plan Model Elements

Stages



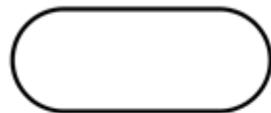
Stages do have run-time representations in a Case (instance) plan. Instances of Stages are tracked through the CMMN-defined Stage lifecycle. They maybe considered “episodes” of a Case, though Case models allow for defining Stages that can be planned in parallel also. A Stage is depicted with a marker in the form of a “+” (collapsed) or “-“ (expanded) sign in a small box at its bottom center.



CMMN | Plan Model Elements

Milestones & Event Listeners

Milestones



A Milestone represents an achievable target, defined to enable evaluation of progress of the Case. No work is directly associated with a Milestone, but completion of set of Tasks or the availability of key deliverables (information in the CaseFile) typically leads to achieving a Milestone. A Milestone may have zero or more entry criteria, which define, when a Milestone is reached.

Event Listeners



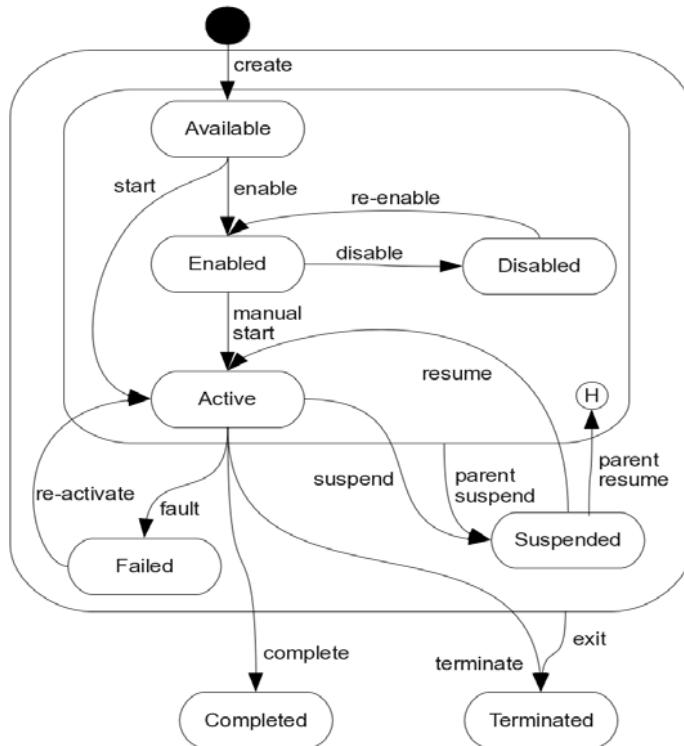
In CMMN an event is something that “happens” during the course of a Case. Events may trigger, for example, the enabling, activation and termination of Stages and Tasks, or the achievement of Milestones. Instances of TimerEventListener are used to catch predefined elapses of time. A UserEventListener enables direct interaction of a user with the Case.



CMMN | Decorators

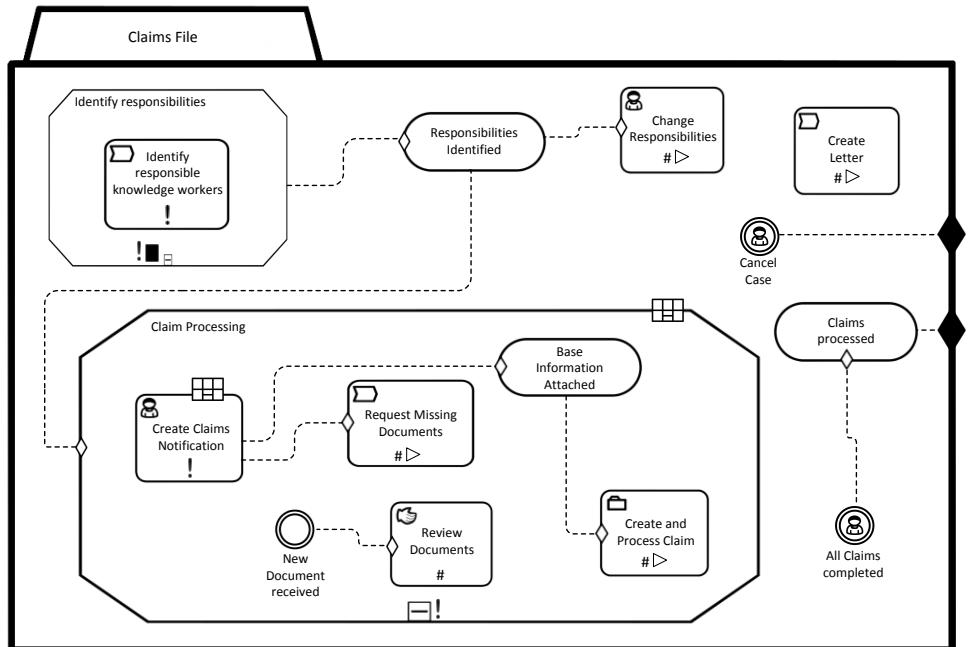
	Planning Table	◊ Entry Criterion	◆ Exit Criterion	█ Auto Complete	▷ Manual Activation	! Required	# Repetition
	✓		✓	✓			
	✓	✓	✓	✓	✓	✓	✓
	Human Task only	✓	✓		✓	✓	✓
		✓				✓	✓
							
							

CMMN | Stage and Task Lifecycle



Case Requirements | CMMN + UI

We've made our best experiences with a UI-first approach and CMMN

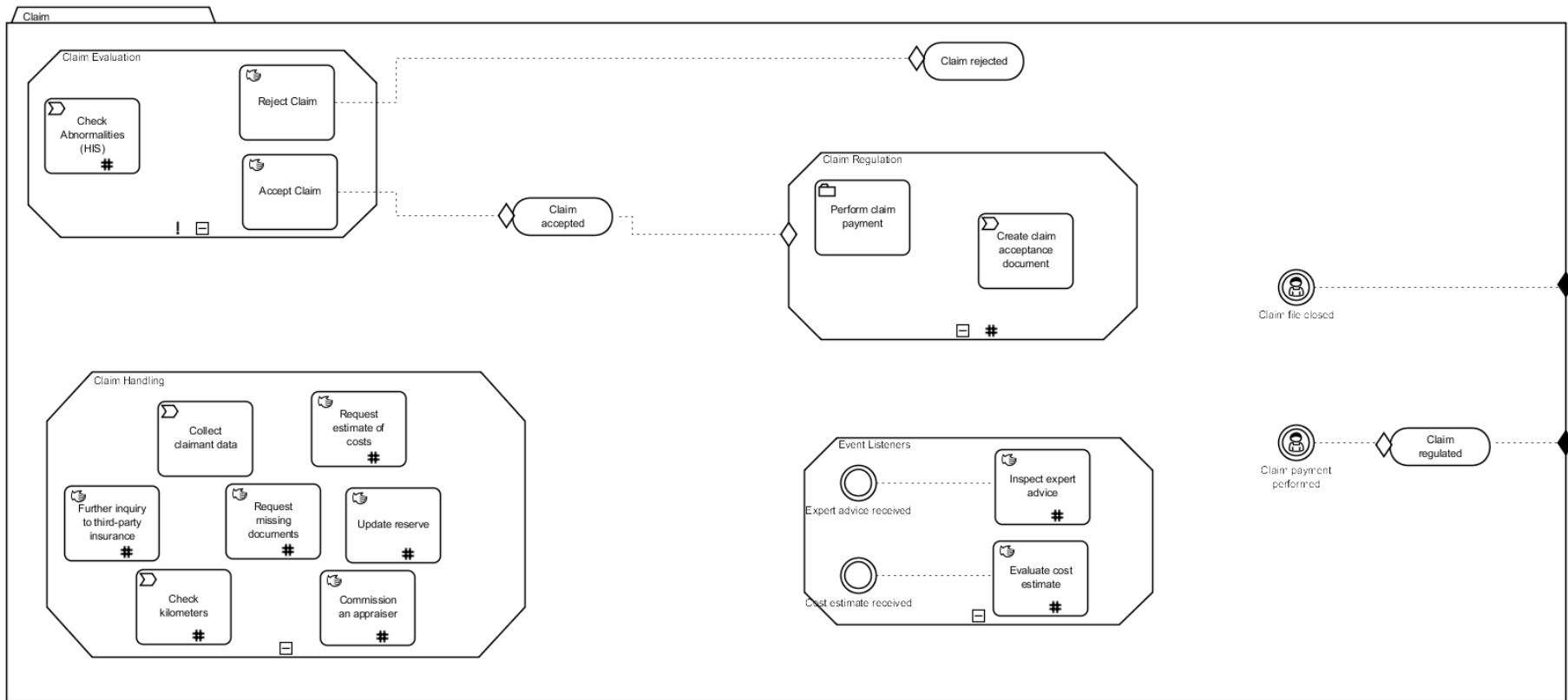


CMMN Model

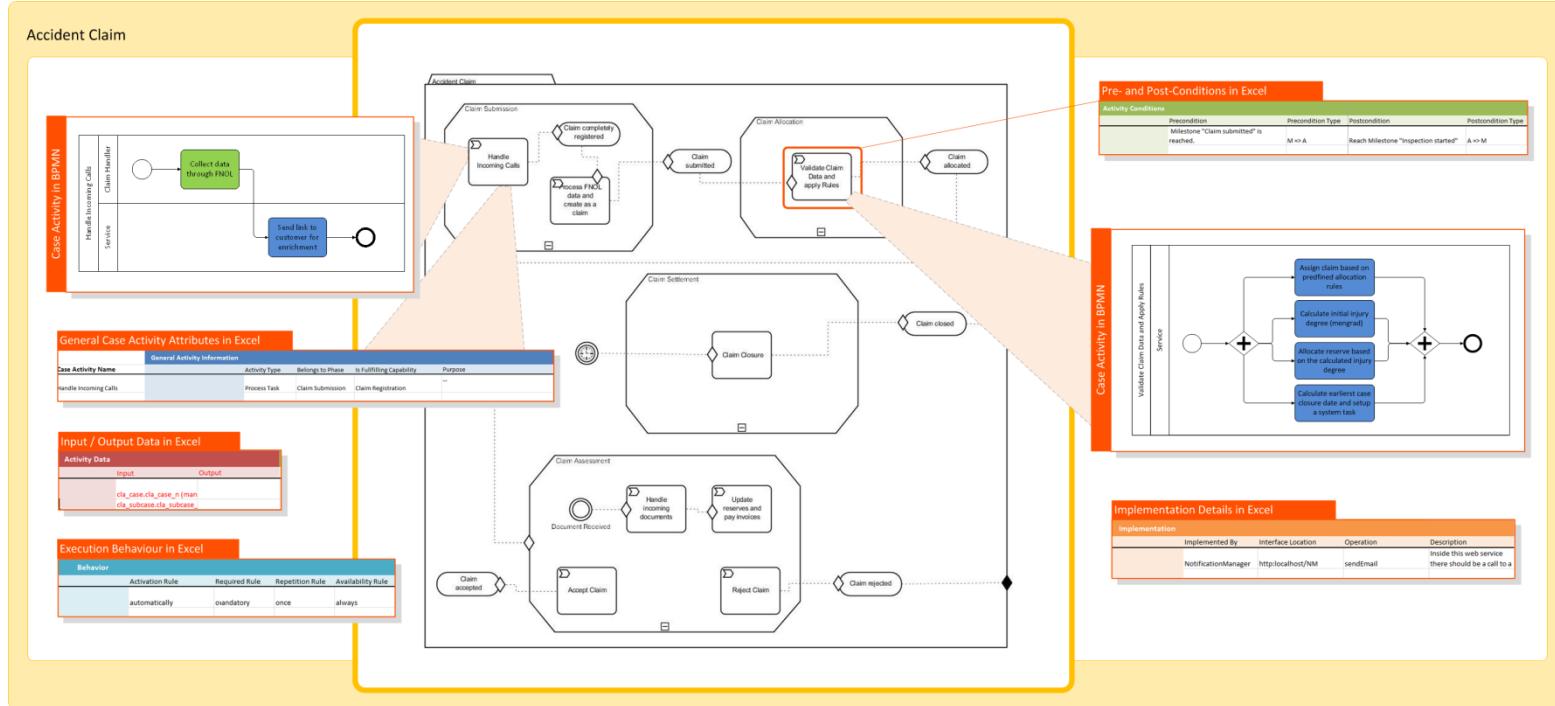
The User Interface mockup shows a window titled "Insurance Claims Management - Case UI" with the following components:

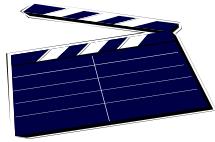
- Top Bar:** Includes "Claims File (ID: 12345)", "Help", and a search bar.
- Left Sidebar:** "Available Case Activities" list:
 - Create and Process Claim (blue button)
 - Request Missing Documents (light blue button)
 - Change responsible KW (light blue button)
 - Create Letter (light blue button)
- Right Sidebar:** "Case History" list:
 - Identify responsible KW (checkbox)
 - Create Claims Notification (checkbox)
 - Request Missing Documents (checkbox)
 - Change responsible KW (checkbox)
 - New Document received (checkbox)
- Bottom Section:** "What happened so far?" timeline:
 - Responsibilities Identified
 - Base Information Attached
 - Claims processed
- Bottom Right:** "Case Documents" section:
 - Insurance Contract (button)
 - Claim description (client) (button)

User Interface



Bringing them all together





Demo: Case Implementation

6

Process Mining on a Project Management Tool

Aufgaben und Möglichkeiten

- Prozesserkennung
- Übereinstimmungsprüfung
- Verbesserung/Erweiterung
- Erkennen von Netzwerken
- Produktionsunterstützung



Prozessmodelle

- Transition systems
- Petrinetze / WF-Netze
- BPMN
- YAWL (Yet another workflow language)
- EPC (Event driven process chain)
- Kausale Netze
- Fuzzy models

Vorgehensweise

- Datenextraktion und -aufbereitung
- Erstellung eines Eventlogs
- Analyse mit Disco
- Export nach XES
- Analyse mit Prom

Ausgangspunkt: vorhandene Projekthistorie

- Eintrag bei Erfassung/Änderung am Projekt
- Daten von 2012 bis 2014
- Erfasst am, Erfasst von, Geändert am, Geändert von
- Weitere Felder:
Angebotsdatum, Auftragsdatum, Abrechnungs-KZ, Niederlassung, Projekt, Kundenkategorie, Portfoliokomponente, Geschäftsfeld
- Einfache Anonymisierung mit Hash-Algorithmus
- Betrachtung der Projektakquisition bis zur Auftragserteilung



Erzeugung des Event-Logs

- Projekte ohne Auftrag werden nicht berücksichtigt
- Erfasst am oder Angebotsdatum vor 2012
- Eliminierung doppelter Einträge (gleich außer Geändert am)
- Benötigt: Case-ID, Activity, Timestamp
- Case-ID: Projekt
- Activity: Anlage, Angebot, Auftrag, Bearbeitung
- Timestamp: Erfasst am (Anlage), Angebotsdatum, Auftragsdatum, Geändert am (Bearbeitung)
- Resource (Rolle/Status): Erfasst von (Anlage), Geändert von

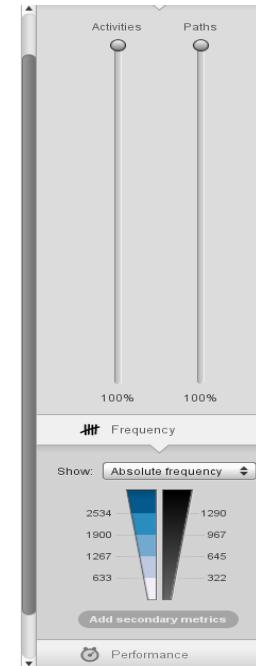
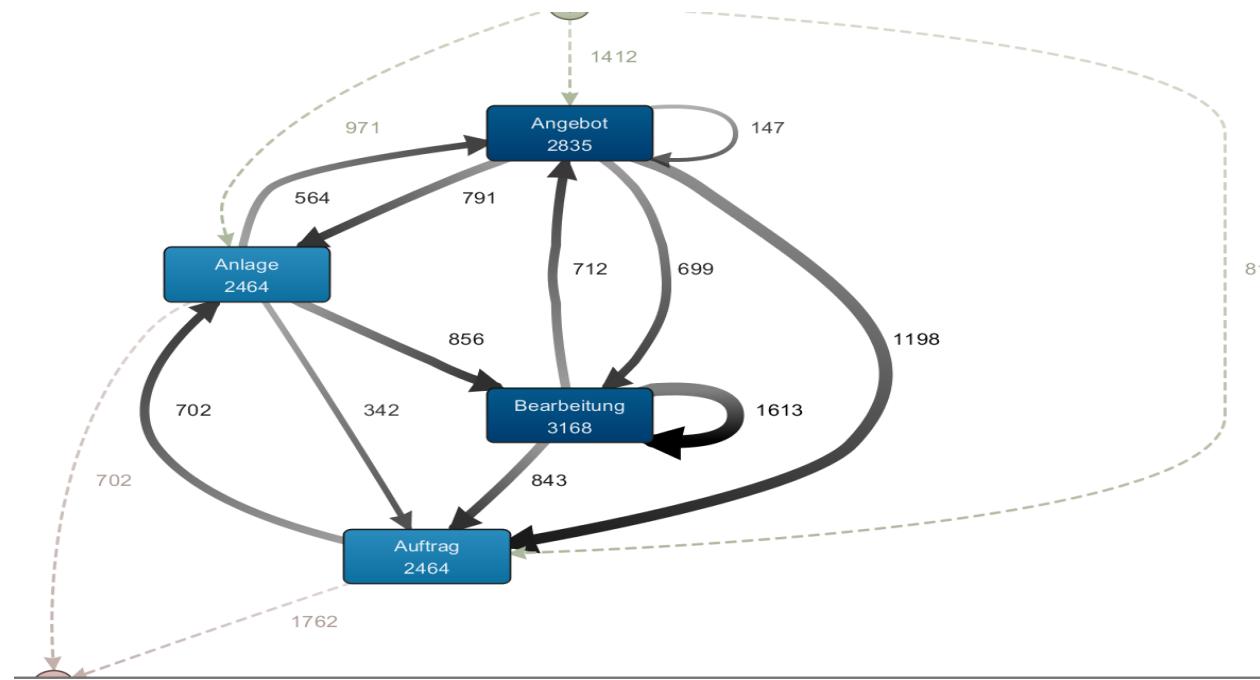


Eigenschaften des Event-Logs

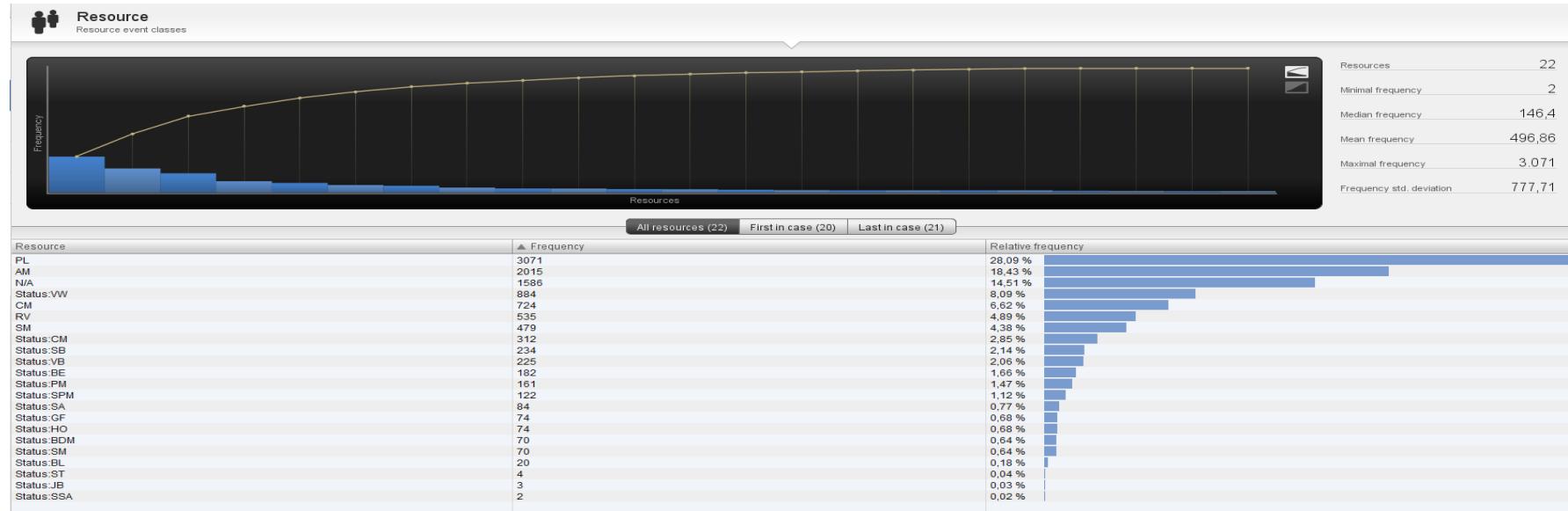
- Startevents: Anlage, Angebot, Auftrag
- Endevents: Auftrag, Anlage
- Anlage und Auftrag treten genau einmal auf
- Angebot und Bearbeitung treten 0- bis n-mal auf
- 2464 Cases
- 10931 Events

▲ ▾

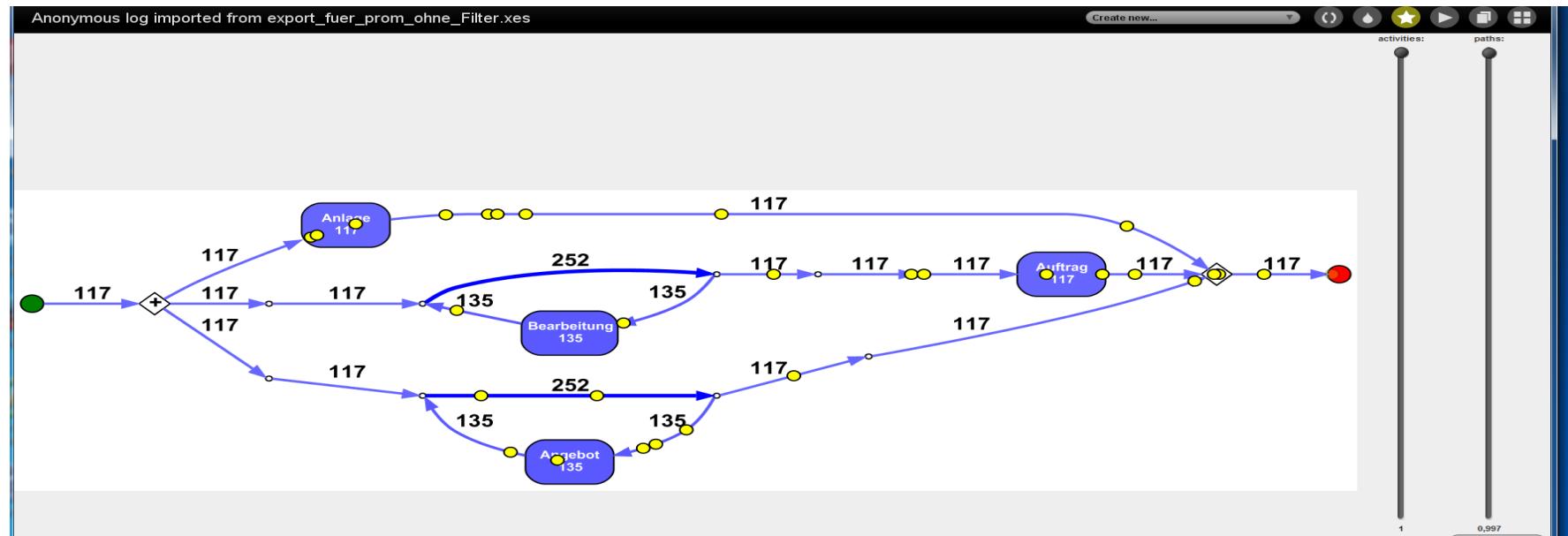
Analyse mit Disco: Absolute Häufigkeit



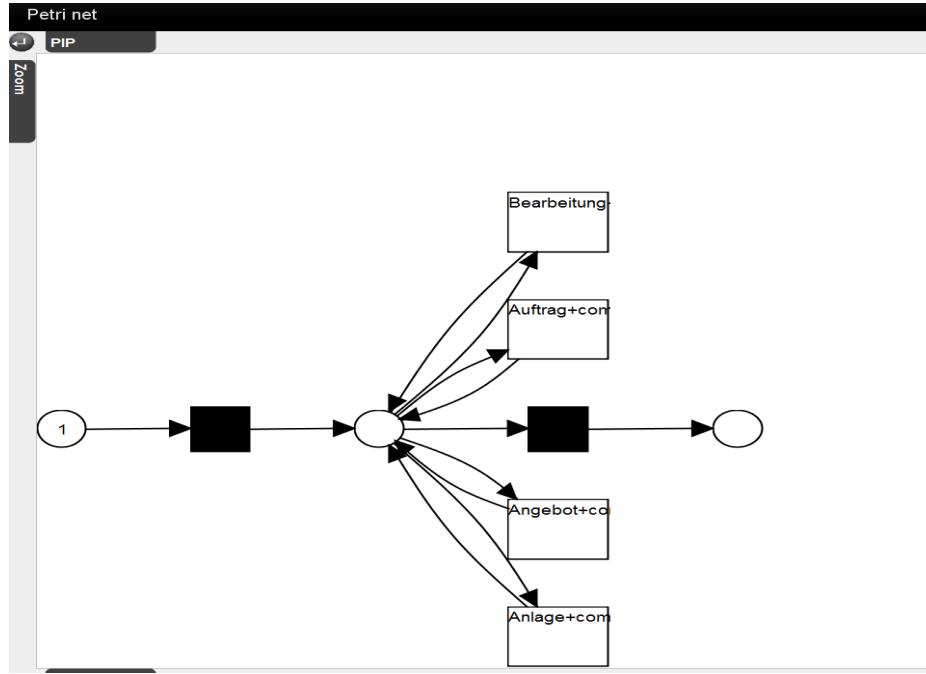
Analyse mit Disco: Statistik der Rollen



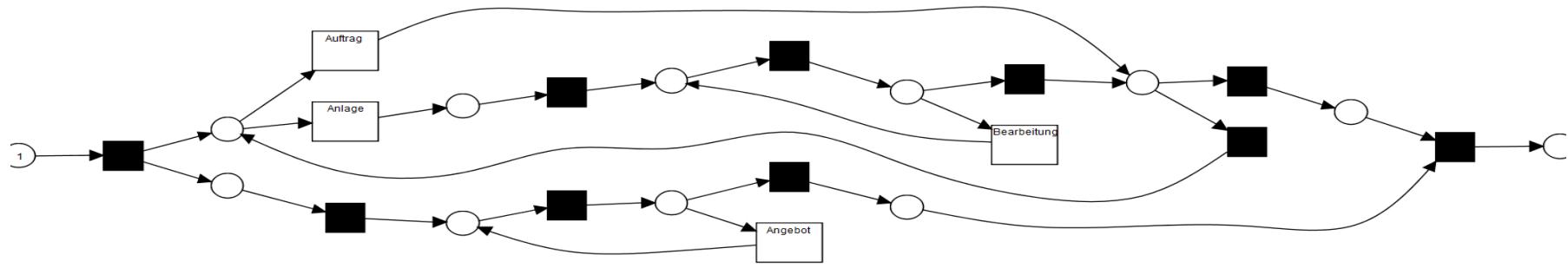
Analyse mit Prom: Abspielen des Logs



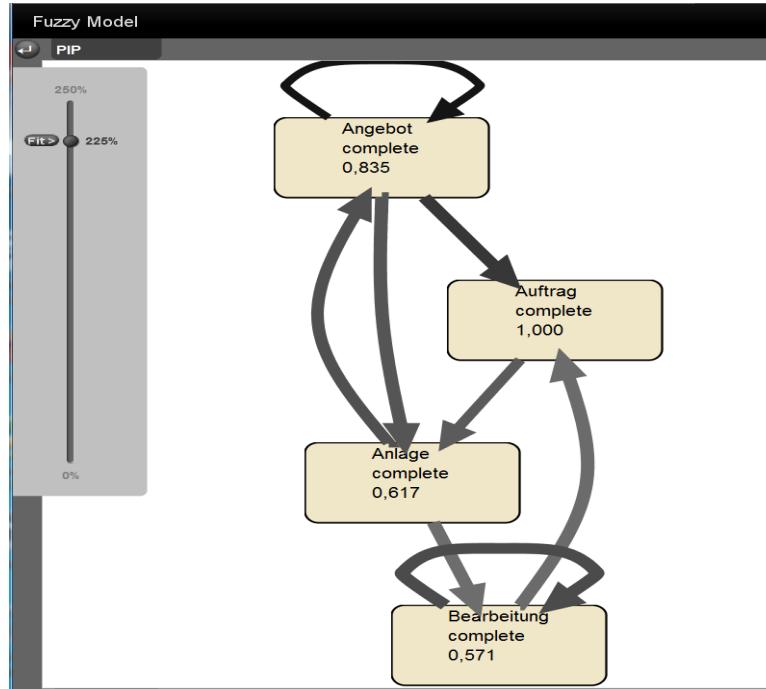
Analyse mit Prom: Flower Miner



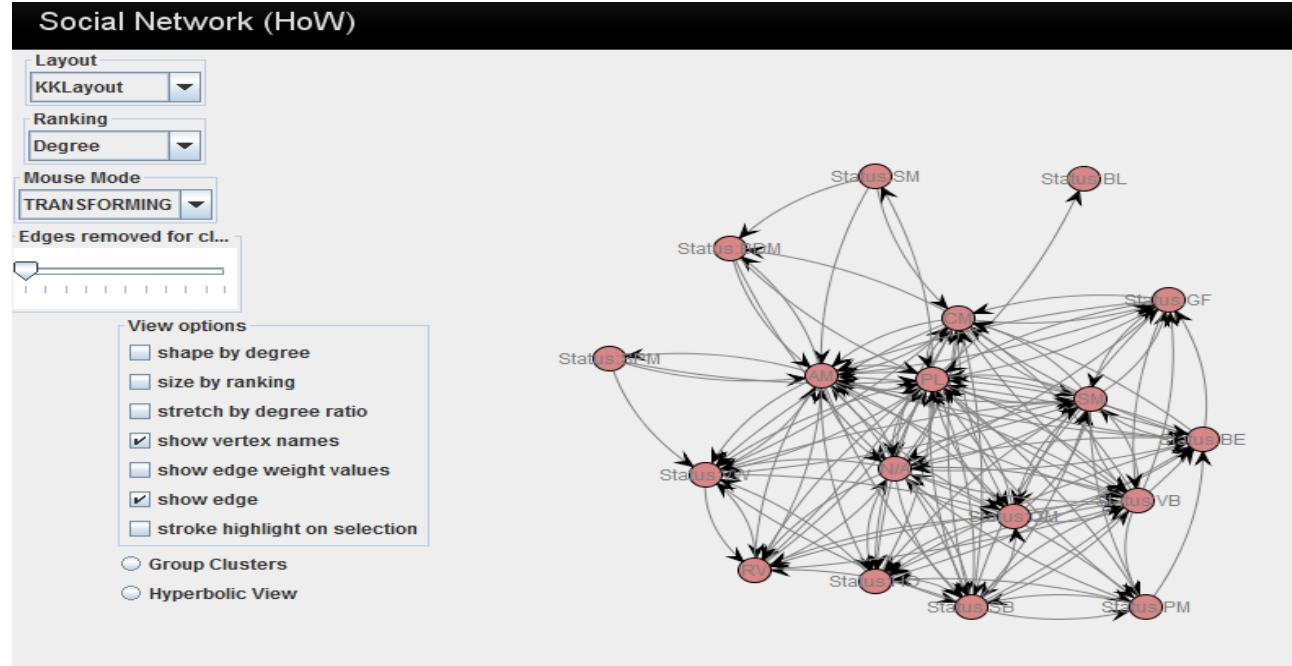
Analyse mit Prom: Inductive Miner



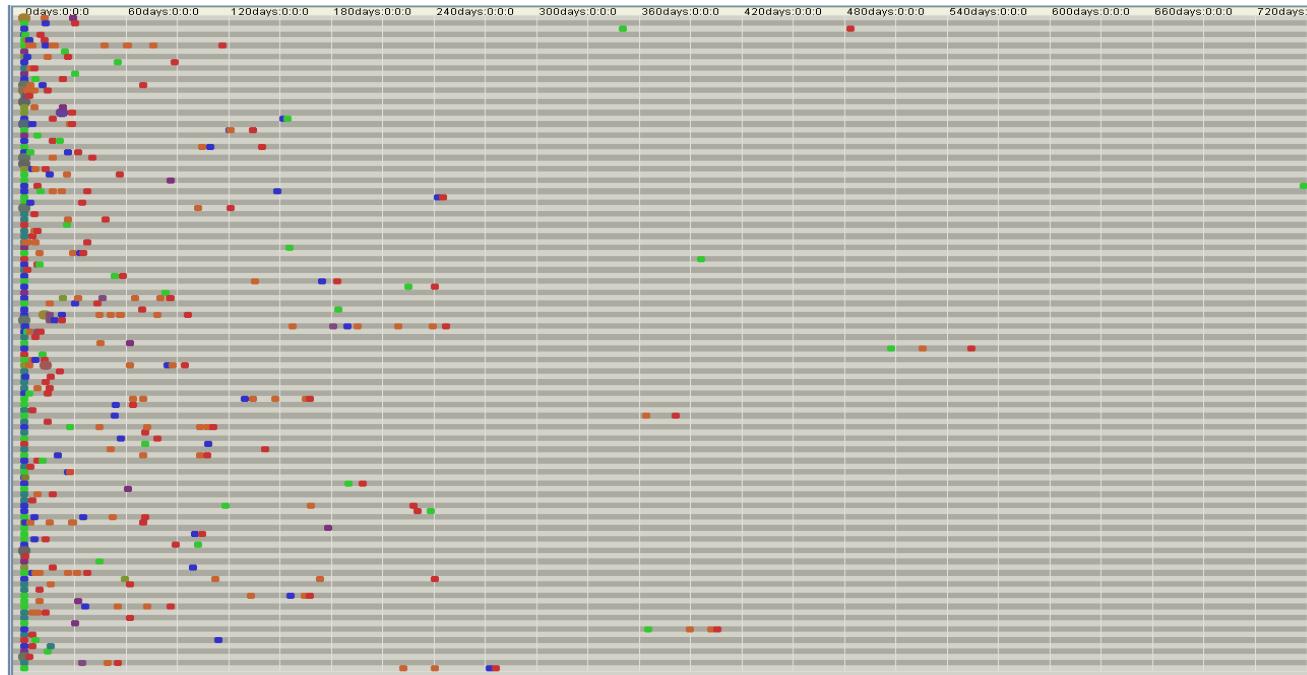
Analyse mit Prom: Fuzzy Miner



Analyse mit Prom: Soziales Netzwerk



Analyse mit Prom: Zeitliche Abfolge



Ergebnisse

- Datenqualität -> bessere Plausibilisierung möglich?
Auftragsdatum < Angebotsdatum
- Bearbeitung durch ein breites Spektrum von Rollen
- Verschiedene Arten der Nutzung (Anlage des Projekts bei Beginn der Akquise oder erst nach Auftrag)
- Nutzung variiert mit Geschäftsfeld (MSI vs. Projektgeschäft)
- Projekte für ungewöhnliche Zwecke (interne, externe Verrechnung)

7

Process Mining in Banking

Ziele (1/2)

- **Prozesse aus proprietärer Workflow Engine erkennen und visualisieren**
- **Bottlenecks aufdecken**
- **Ist die Performance der Engine zufriedenstellend?**
- **Welche verschiedenen Variationen der Prozesse gibt es?**
- **Verweildauer (maschinell bedingt oder durch Prozessverantwortlichen initiiert)**
- **Sind Wartezustände Fehler, SW Fehler oder Fehler durch Prozessverantwortliche?**

Ziele (2/2)

- Künstlich erzeugte Nebenläufigkeiten und Variationen (gleiche Timestamps und somit falsche Reihenfolge) sollten eliminiert werden.
- Eventuelle Abweichungen z.B. in der Abendverarbeitung aufdecken
- Eventuell Clusterbildungen identifizieren
- *helicopter view* auf die bestehenden Systeme

Herausforderungen

- Das Extrahieren der richtigen und wichtigen Daten
- Daten sollten so granular wie möglich sein
- Mindestvoraussetzungen für Process Mining – Case ID, Activity und Timestamp
- Trade-, Settlement - und Block - Objekte in der Datenhaltung hierarchisch angeordnet
- Ein Block besteht aus mehreren Settlements, und ein Settlement aus mehreren Trades
- Ein Settlement kann in mehreren Blöcken enthalten sein
- Historische Daten mit einbinden

Voraussetzungen für das Process Mining

- Klärung: Welche Ziele sollen erreicht werden?
- Kenntnis über Datenhaltung und Applikation
- Daten so granular wie möglich und nötig
- Case ID
- Activity
- Timestamp
 - Problem Hibernate-Timestamp Typ Date
- Datenbankabfrage darf die Daten durch JOINS und UNIONS nicht künstlich verfälschen
- Wichtige Attribute identifizieren und in die Abfrage mit aufnehmen

Chancen / Lessons Learned

- Timestamps wurden geändert
- Methoden wie *sendConfirmation()* könnten überarbeitet werden
 - Zusätzliche Methode `stornoSendConfirmation()`
- Produktiv-System lässt sich überwachen, z.B. welche Events zu welchen Zeiten durch welche Geschäftsvorfälle gehäuft auftreten
- Erkennung von Bottlenecks, Schleifen oder evtl. Systemschwachstellen
- User- oder System(-fehler)

Tooling

- **Disco:** einfach benutzbar, idealer Einstieg
- **Prom:** kostenfrei, viele Plugins, erfordert Expertenwissen, XES-Format
- **Rapid Miner:** Data Mining, Prom-Plugin
- **Celonis:** Data Mining, Process Monitoring (www.celonis.de)
- **Process Analyzer:** Excel-Integration (www.qpr.com)
- **Perceptive** (www.perceptivesoftware.de)

Questions?



Contact

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