![IDRIMco]

Spiel mit der KI: Zusammenarbeit künstliche und menschliche Intelligenz im Requirements Engineering

Maximum Knowledge Reuse

Bernt Andrassy - info@drimco.net

Trusted Partner for the **digital Knowledge Transformation**

IDRIMco

Federal Ministry for Economic Affairs and Climate Action

DRIMCo is **development partner** of the **German Ministry of Economic Affairs** for the **secure knowledge digitalization** in **industry**   read more

IDRIMco

Leading **knowledge digitalization from industrial documents technologies** protected by **15 patents**

DRIM product for the **digitalization of the quotation process**

Siemens spin off – „**from industry for industry**"

8 large enterprise customers already rely on DRIMCo

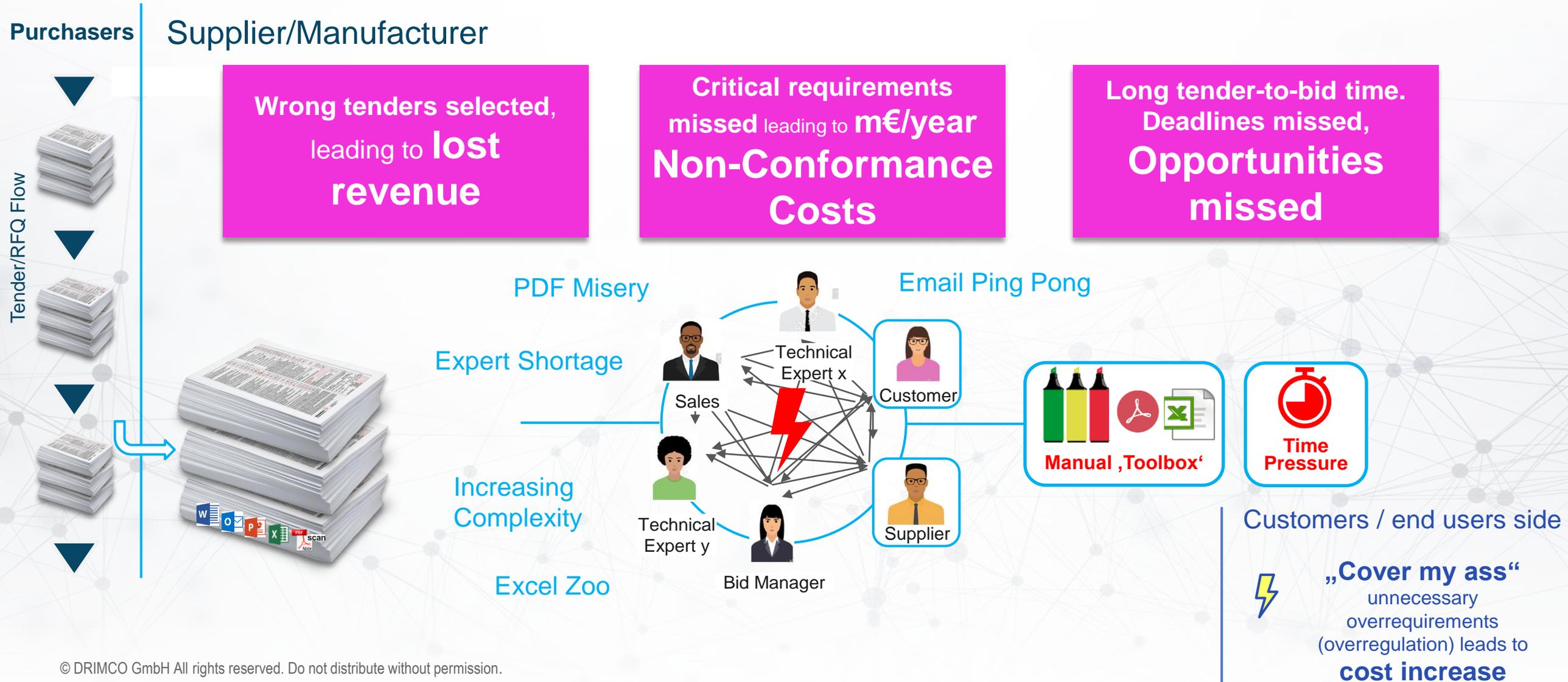**Solution Partner** of and provider of **digitalization software** to **Siemens PLM products**   read more

Following the principles of the **European Secure Cloud** Initiative securing full **data soveignity**

SIEMENS
Digital Industries Software

gaia-x

Problem: Tender Analysis **Systematic Failure in Industry** → **Millions € / Year Lost Revenue** and **Margin**

IDRIMCO

Purchasers

Tender/RFQ Flow

Supplier/Manufacturer

Wrong tenders selected, leading to **lost revenue**

Critical requirements missed leading to **m€/year Non-Conformance Costs**

Long tender-to-bid time. Deadlines missed, Opportunities missed

PDF Misery

Email Ping Pong

Expert Shortage

Technical Expert x

Sales

Customer

Increasing Complexity

Technical Expert y

Supplier

Excel Zoo

Bid Manager

Manual 'Toolbox'

Time Pressure

Customers / end users side

„Cover my ass" unnecessary overrequirements (overregulation) leads to **cost increase**

Compliance Workflow

IDRIMco

Categorize all requirements according to their **compliance with the standard offering**. **Clarify and plan** the **non-compliant** requirements.

Customer   Supplier/Manufacturer

RFQ/Regulations Flow

?

- Open
- Not applicable
- Information
- Compliant with STD offering ✓
- Clarification required
- Non-compliant with STD offering

Evaluate and Plan

- Compliant with STD ✓
- Compliant with option ✓
- Compliant with ETO ✓
- Compliant with Alternative ✓
- Compliant with Buyout ✓
- Waiver ✓
- Non-compliant ⚡
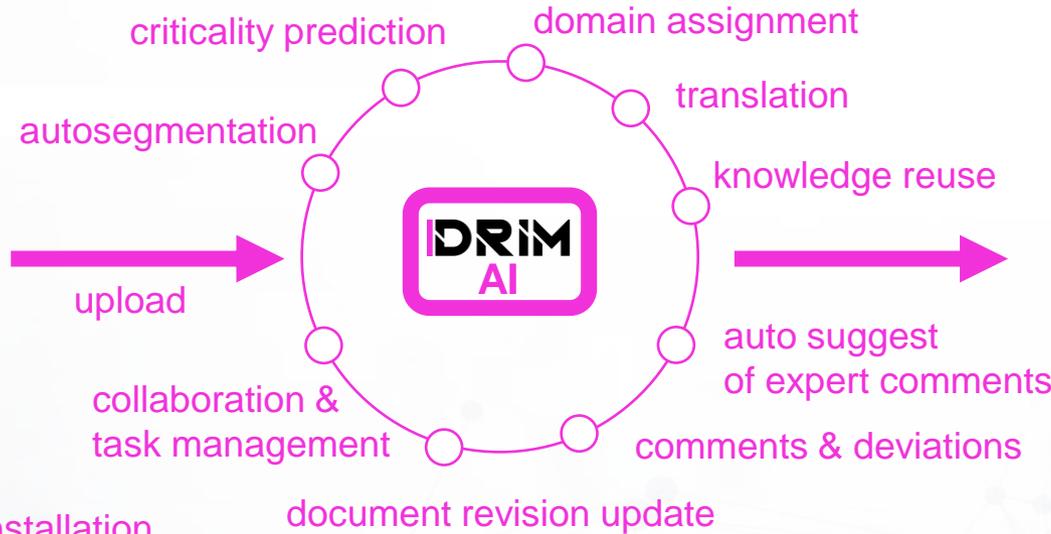
DRIM AI

Knowledge Re-use
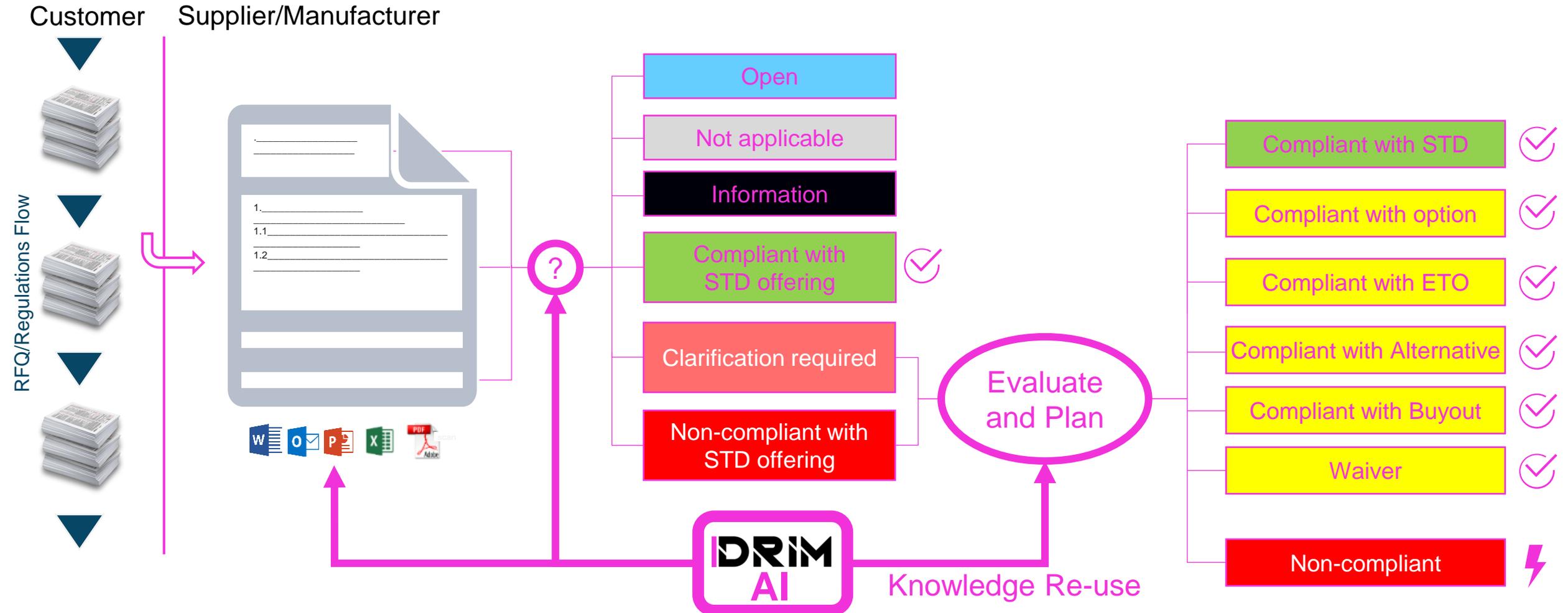
Digitalized Tender/RFQ management requires novel **functionalities** powered by **deep AI services** and a deep integration with a **Lifecycle Management** tool

DRIMCO

DRIM Functionalities

criticality prediction

domain assignment

autosegmentation

translation

DRIM AI

knowledge reuse

upload

auto suggest of expert comments

collaboration & task management

comments & deviations

document revision update

🔒 secure on premise installation

Bid Go/No-Go ✓

Bid Approval ✓

Project Execution ✓

⬇ **Project Risk**

⬇ **Cost**

⬇ **Time**

⬆ **Margin**

⬆ **Revenue**

DRIM multiple AI Services

- **Topics** analysis
- **Criticality** analysis
- **Non-compliance** analysis
- **AI concepts**
- **Semantic similarity**
- **Heading** analysis

- **Header/footer** analysis
- Document **segmentation**
- **Document Intelligence** (OCR, import almost all file types)

- **Image** identification
- **Table** identification
- **Tender Compare**
- Unlimited **retraining** events
- **Knowledge Exraction**

DRIM-ALM/PLM/RLM Integration

POLARION

- **Automated project creation**
- **Real time bidirectional synchronization**
- **Automated livedoc modelling**
- **High troughput** REST interface
- **Multi-hop export** system

- **Custom field module**
- Synchronized **roles** and **permissions** concept
- **DRIM standard** Polarion templates
- **Integration** with **Project execution templates**

Live Demo of AI functionalities and their usage in practice

Benefits Summary

➢ **Speed up of the Quotation process up to 60%**

➢ **Non Conformance Costs Reduction up to 30%**

➢ **Increased hit rate by up to 10%**

➢ **Win more bids in less time and execute with less non-conformance costs**

Thank you

Please follow uns on https://drimco.net or https://www.linkedin.com/company/drimco-gmbh