



Requirements AI **DRIM^{co}**

Secure Knowledge Digitalization in Industry

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From requirements chaos to intelligent knowledge orchestration

➔ Real industry experience, real results.

- Engineering knowledge is increasingly complex, fragmented, and risk-critical across tools, teams, and lifecycles
- Requirements AI acts as a power tool, orchestrating knowledge across people, processes, and systems
- AI supports the full requirements lifecycle—from capture and assessment to reuse and risk prediction
- Transparent AI transforms decades of expertise into a living, compliant knowledge base

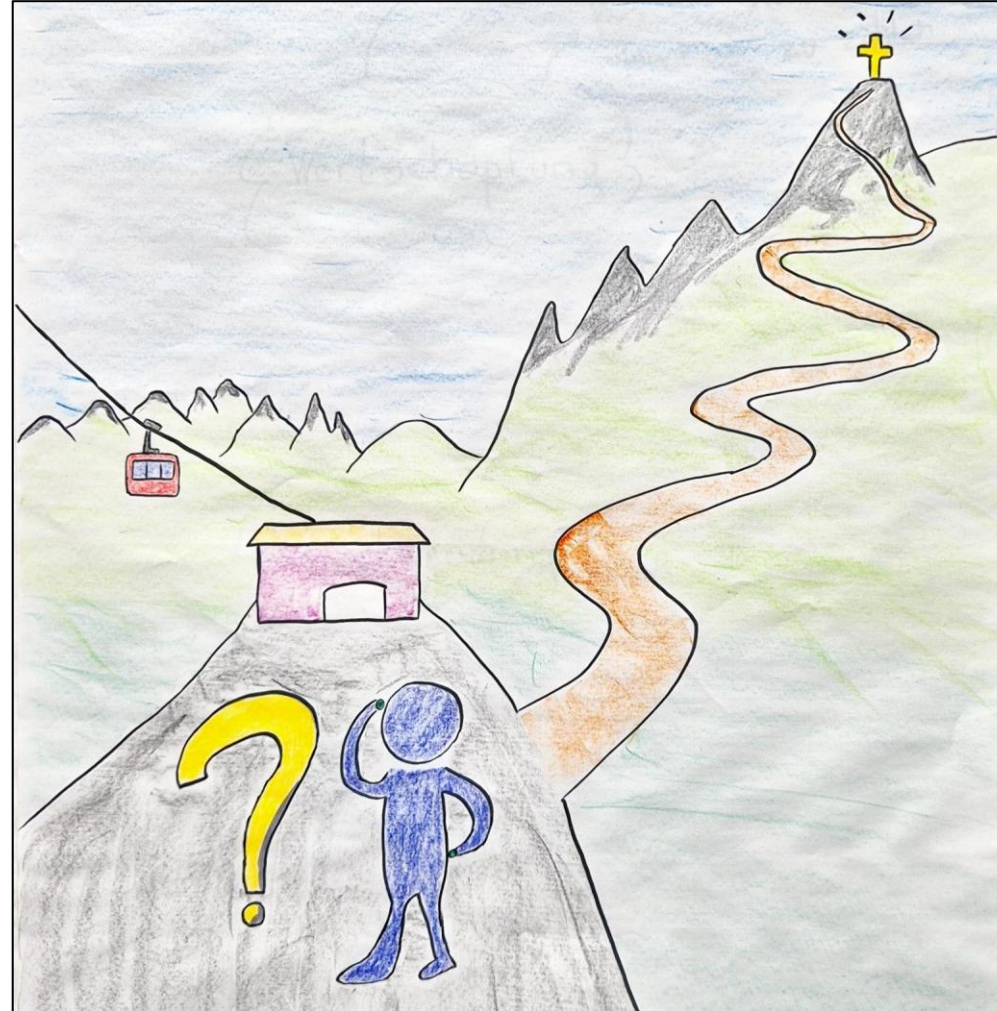
How governed AI turns fragmented requirements data into trusted, reusable engineering knowledge — without replacing human accountability.

Gondola or on foot?



Most organizations try to build a gondola with AI

- ⇒ They want to be fast, but ignore the direction
- ⇒ The faster they go, the further they drift from their goal
- ⇒ And the more they have invested in the gondola, the harder it becomes to get off.

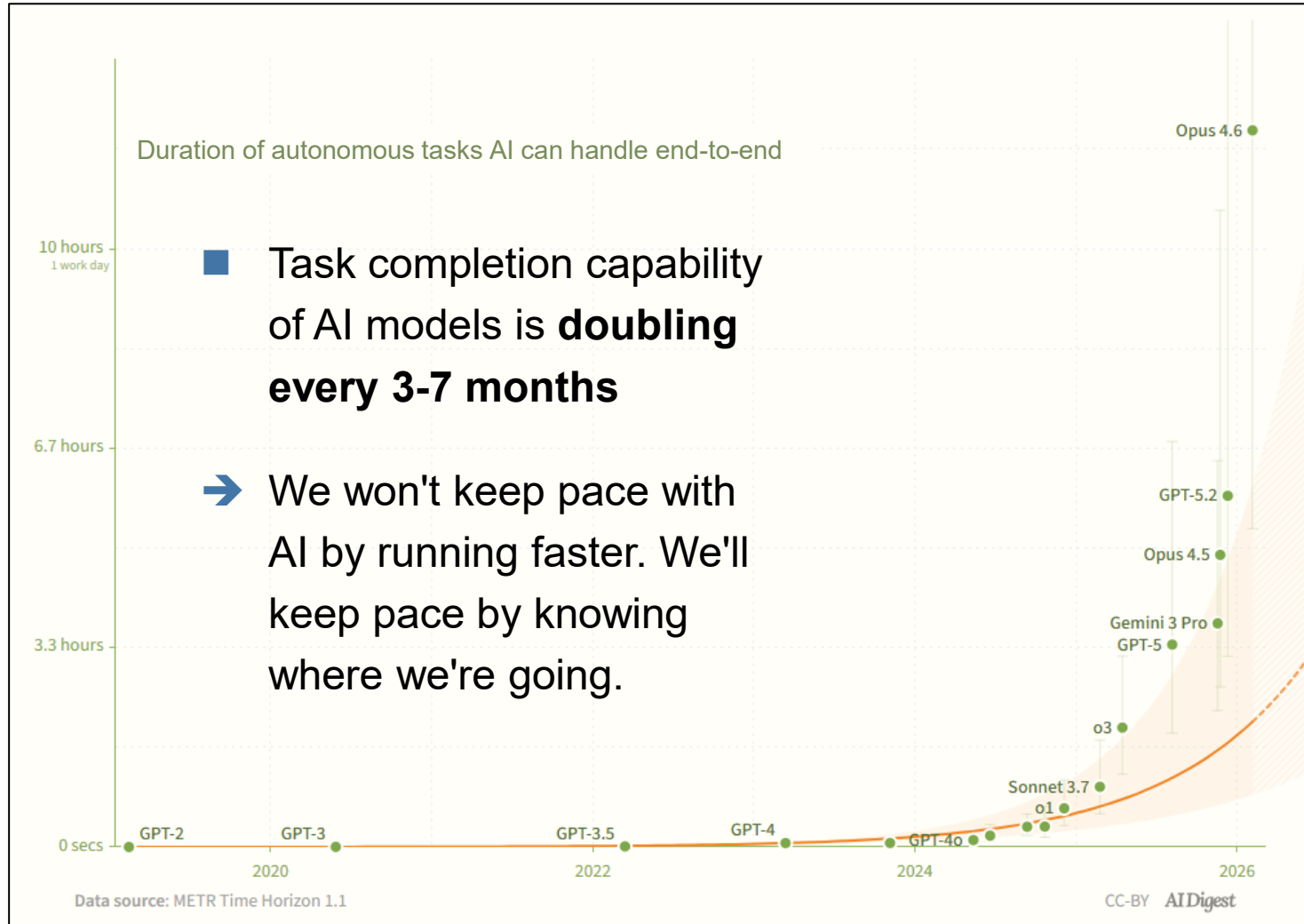


We use AI primarily as an agile navigator

- ⇒ AI shall help us to remain on the right track...
- ⇒ ... so that we meet our strategic objectives.

Why this matters now

A new Moore's Law for AI agents



But wait...

- 70% of AI projects fail due to poor data quality and integration [[McKinsey & Company](#), 2023]
- 0% productivity gain when AI is bolted onto broken processes [[California Management Review](#), Jan. 2026]

Data source [METR Time Horizon 1.1](#)
(last updated March 2026)

There is no impactful AI without strategy and governance.

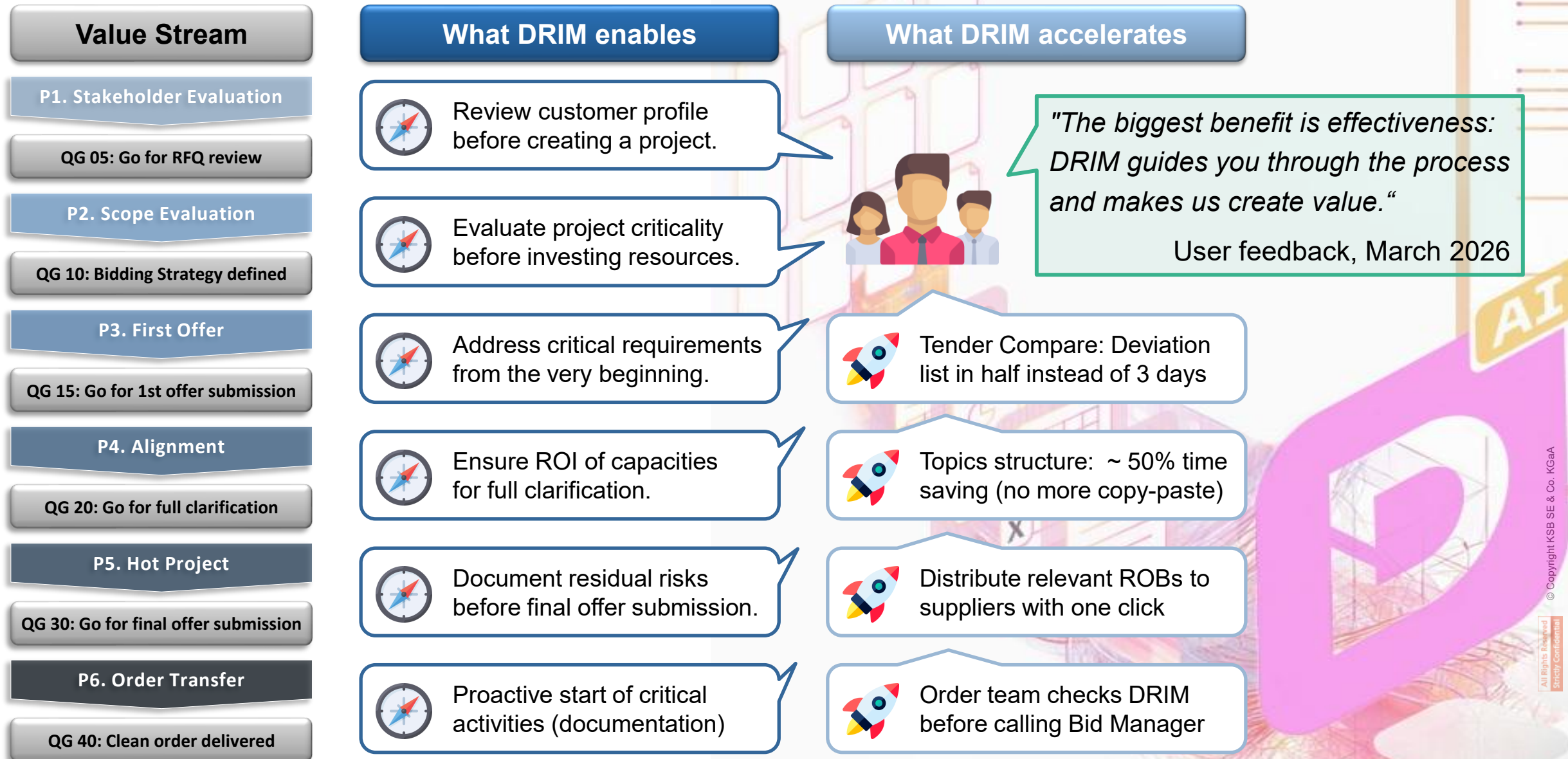
Foundations needed (lessons learned)

- **Customer Orientation**
 - ⇒ Every process step must create value for the customer
- **Purpose and Strategy**
 - ⇒ AI must serve your strategy, not the other way around
- **Clear Process for Value Creation**
 - ⇒ E2E value stream with quality gates and ready for AI support
- **Data Quality**
 - ⇒ Disciplined data management — clean in, clean out

- ➔ **Strategy** and **governance** shape the process.
- ➔ Strong process makes **AI impactful**.



Case architecture: where DRIM sits in the value stream



From Blind Spots to Business Impact

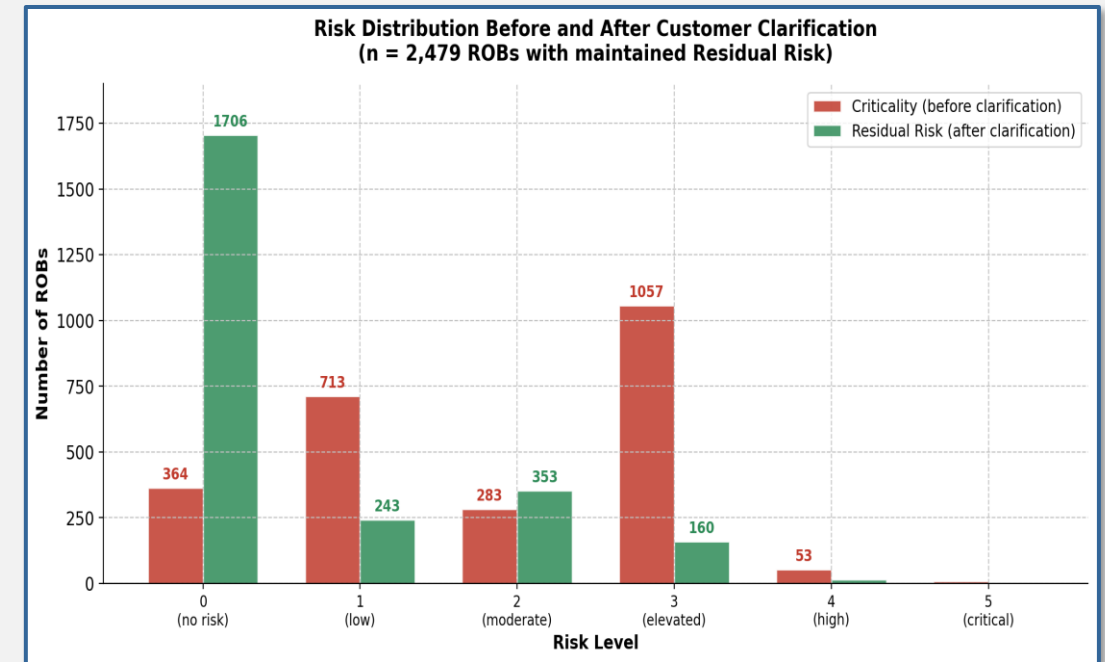
Since the launch of DRIM (Sept. 2020) we have processed:

- ▶ Customer projects: 501
- ▶ Specification files: 9.097
- ▶ Specification pages: 218.735
- ▶ Active ROB*s*: 15.307
 - ▶ with Deviation comments: 6.345
 - ▶ with high Criticality (3-5): 3.921
 - ▶ with maintained Residual Risk: 2.479

*Active ROB*s: Requirement Objects, that have been manually added, changed or accepted by DRIM users

What KPIs tell us:

- ▶ Almost 70% of all ROB*s are lowered in risk
- ▶ On average, the risk level for each ROB was reduced by 1,3.
- ▶ 84% decrease in high-risk cases (levels 3–5)



- Sales Enabler → What would happen if DRIM were taken away tomorrow?
- Knowledge preservation → Senior engineers retire. Their expertise stays.

Workflow to create customer value

Custom Fields

Applicable to

None

KSB Valuation

Negative for KSB

Residual Risk

Low

Internal Status

Open

Customer Status

Open

5.2.9

Stainless Steel:

When stainless steels are specified, they shall be of the type 316L or superior unless specifically stated in this specification. Use of material TP 316 instead

People

Assignee

None

ROB Text

Proposed Text

Differences

Translation

When stainless steels are specified, they shall be of the type 316L or superior unless specifically stated in this specification.

Internal Comments (0)

Customer Communication (1)

Add comment....

Process confirmation

1. Deviation

KSB doesn't comply with the ROB

2. Criticality = 4

Gross risk assessment (without actions)

3. Client and User topics

4. No assignee

No internal comment ⇒ consistent

5. Customer communication

Action that mitigates the risk

6. KSB Valuation = negative

To be considered in project strategy

7. Residual Risk = low

Net risk assessment (with actions)

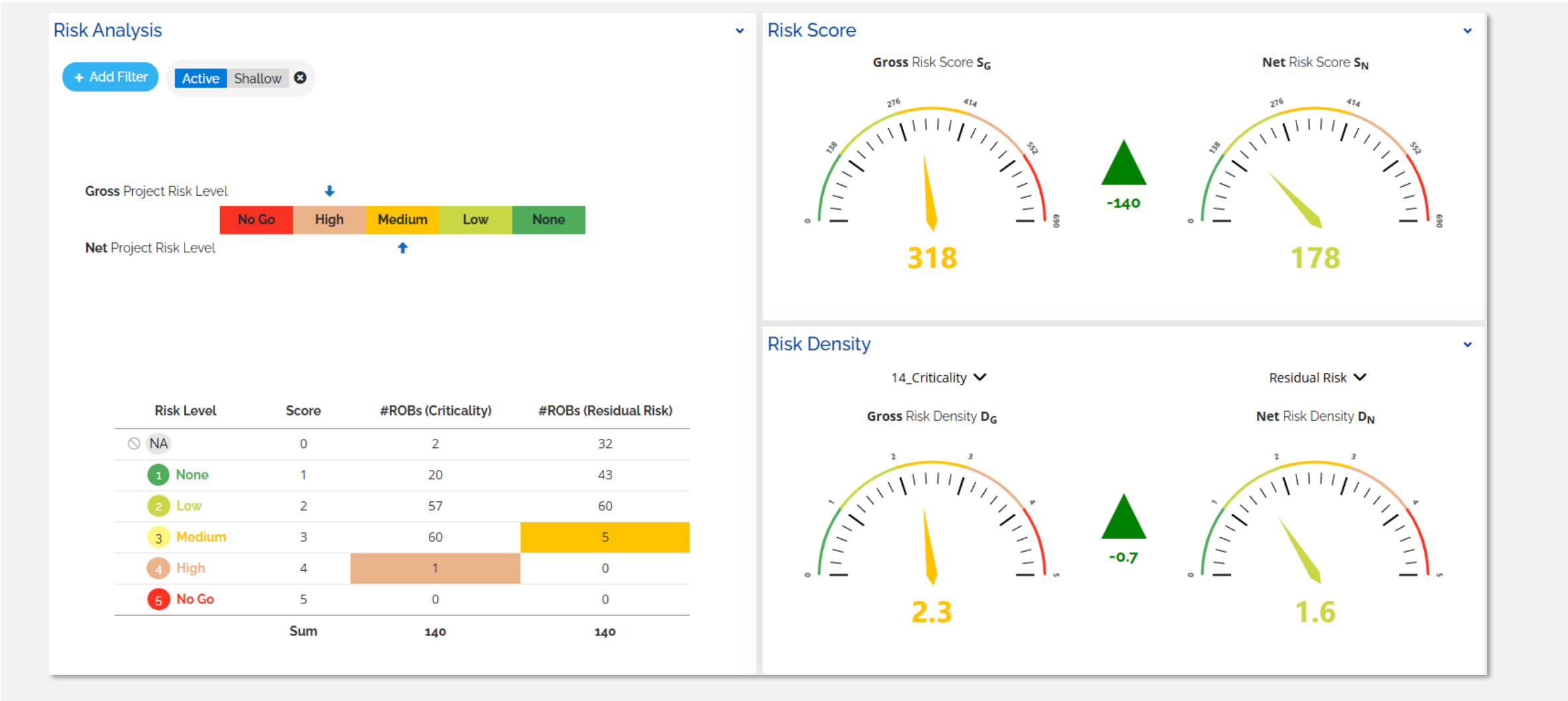
8. Internal Status = open

Extra costs to be included in calculation

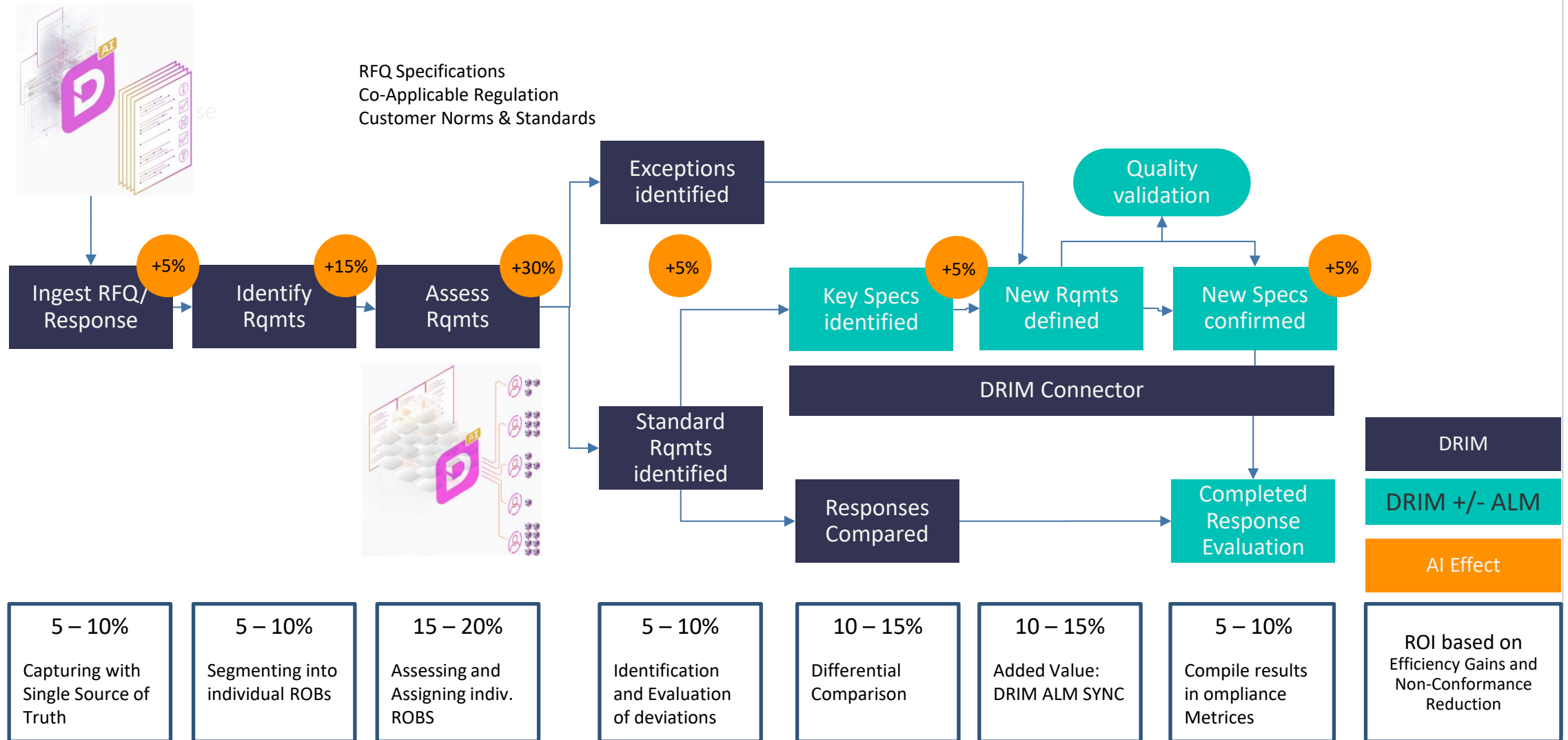
9. Customer Status = open

Comment to be confirmed by customer

Surprise your customers — by eliminating surprises



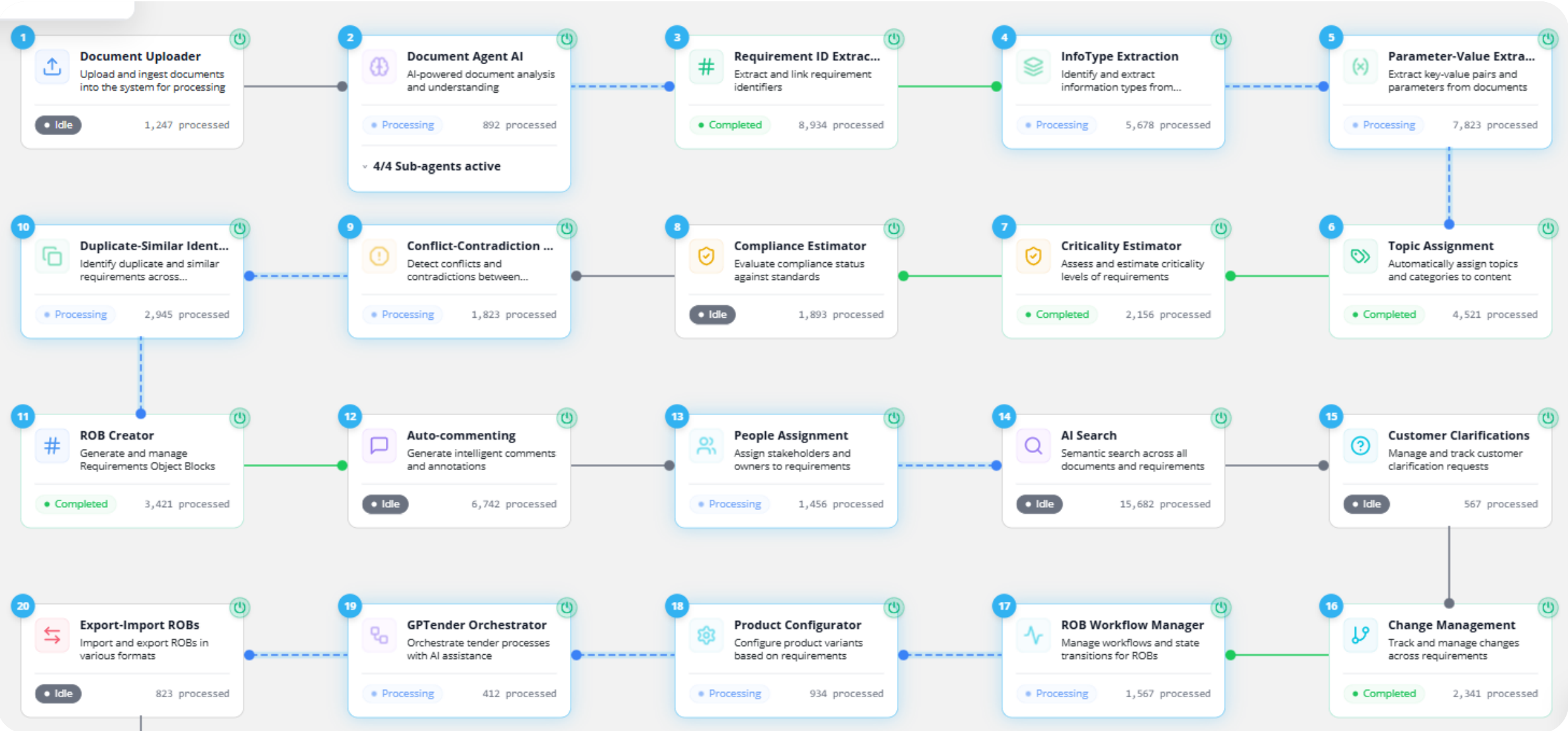
DRIM AI & Efficiency Gains achieved from customers



Next steps in 2026 on the KSB DRIM AI agile roadmap?

- ▮ GenAI DRIM-User Collaboration
- ▮ **GPTender: GenAI QA**
- ▮ AI Parameter-value extraction
- ▮ AI Table Detection enhancements
- ▮ ReqIF in automotive domain v1.5
- ▮ **AI Reasoning / Knowledge Radar**
- ▮ AI Configurator Filling
- ▮ AI Doc Segmentation & Image Analysis
- ▮ UI/UX Refresh & New DRIM Interface
- ▮ Tender Compare enhancement
- ▮ AI Document Information Extraction
- ▮ **Enterprise Connectors...Copilot, SharePoint..**
- ▮ Precision Tuning & KPI Scale-Up
- ▮ **Requirement Quality Checking**
- ▮ Visual Image Search
- ▮ High Resolution Images
- ▮ **Personalized Dashboards / KPIs**

DRIM Multi-Agent AI Digital Threads



Next steps on the KSB DRIM roadmap?

Administration

CONFIGURE

DRIM Copilot

Topics

Services

Custom Fields

Patterns

Rules

Comments

Client Properties

Compliance

Criticality

Info Types

System

Columns

Users

Roles

Questions

Categories

Link Types

Templates

Product Configurator

Part-Parameter-Value Management

Products

Search products, parts, parameters...

43 Products 219 Parts 379 Parameters 0 Values

AGT Test Product

Bike Manufacturing

Car manufacturing

CFG_TEST_PROD_001

Cylon® FBTi-Series unit Controller

DigitalFlow™ GF868

DigitalFlow™ GF868 New

Dimension EXL 200 Integrated Cherr

DS0135 rev 30 ABB FusionAir Smart

eTurbo™ (CV)

HIGH VOLTAGE ELECTRIC INDUCTIO

High Voltage Motor edited

HW VARIODYN® D1 Digital Output M

Hydraulic accumulator charging unit

Hydraulic accumulator charging unit

Hydraulic servo stroke control units

Inno-2l High Voltage Electric Inducti

Inno High Voltage Electric Inductor

Instrument Panel

Parameters Configuration

PARAMETER

thick

PRODUCT

Search product

DRIM

Projects

HUB

Dashboard

Administration

CONFIGURE

DRIM Copilot

Topics

Services

Custom Fields

Patterns

Rules

Comments

Client Properties

Compliance

Criticality

Info Types

System

Columns

Users

Roles

Questions

Categories

Link Types

Templates

Product Configurator

Part-Parameter-Value Management

Products

Search products, parts, parameters...

43 Products 219 Parts 379 Parameters 0 Values

AGT Test Product

Bike Manufacturing

Car manufacturing

CFG_TEST_PROD_001

Cylon® FBTi-Series unit Controller

DigitalFlow™ GF868

DigitalFlow™ GF868 New

Dimension EXL 200 Integrated Cherr

DS0135 rev 30 ABB FusionAir Smart

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HIGH VOLTAGE ELECTRIC INDUCTIO

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Hydraulic accumulator charging unit

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Inno-2l High Voltage Electric Inducti

Inno High Voltage Electric Inductor

Instrument Panel

Parameters Configuration

PARAMETER

thick

PRODUCT

Search product

DRIM

Projects

HUB

Dashboard

Administration

CONFIGURE

DRIM Copilot

Topics

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System

Columns

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Categories

Link Types

Templates

Edit Parameter

Edit the parameter details.

Unit

Select Unit

Alternate Names

Administration

All Products

All Parts

All Parameters

All Values

+ Parameter

PARAMETER

PRODUCT

PART

DATA TYPE

TYPE

STATUS

ACTIONS

2 X M6 X 105

[Voith] Hydraulic Accumulat...

Mounting method

text

string

ACTIVE

Acceptance type

VTH Product

select

string

ACTIVE

Accuracy class Temperature sensors

VTH Product

select

string

ACTIVE

Actuator Return Pressure

TechnipFMC Schilling Robotics

ORIONTM 4R Manipulator

select

numeric

ACTIVE

Altitude

Inno High Voltage Electric L...

Induction Motor (IEC 60034)

numeric

numeric

ACTIVE

Ambient temperature

[Voith] Hydraulic Accumulat...

Ambient temperature

range

numeric

ACTIVE

Ambient temperature

Hydraulic accumulator char...

charging unit SLE 02

range

numeric

ACTIVE

Ambient temperature

Hydraulic servo stroke contr...

Electrohydraulic power rod

range

numeric

ACTIVE

Ambient temperature

Hydraulic servo stroke contr...

Servo drive BWIL

numeric

numeric

ACTIVE

Showing 1 to 50 of 368 entries

AI Scoping-Gap Analysis and Product Matching

Customer Specifications / RFQs → Compliance Matrix, Best Products Matching

ON (RFQ)

Pump (Drainage Service)



Images

Active ROBs

DU ROBs

Clear All

20 columns selected

ROB Text

Author

Parameter Configurations

Document Navigator

KSB sample RFQ Submersible_Pump_RFQ.pdf

Parameter Configurations

3 Products

0 Parts

13 Parameters

18 Values

Product Matching Configurations

5 parameters

Submersible

Compliant

Non-Compliant

Open

IP rating

IP68

The customer requirement of IP68 rating is higher than the product standard offering of IP67, failing to meet the required level of protection against

maximum flow

at least 130 m³/h

motor insulation

B x2

→ Page 1

→ Page 3

pump design

close-coupled

single-stage

Submerged Length

at least 26 m

10 m

Compliance Estimations in DRIM

DRIM AI Agents extracts customer configurations + evaluate against System Requirements for Risk Analysis

✓ Edit ROB Text

📄 Copy ROB Text

🗑 Delete ROB

🔗 Crosspage Link to next

🔗 Crosspage Link to prev

👤 QA Actions

🔗 ROB Analysis

🔍 Find similar

🔍 Find same

🔧 Generate test cases

📄 Extract parameter-values

📊 Score quality

🔗 Analyse P&ID diagram



AI Agents to Identify Duplicate, Similar & Conflicting Requirements

Similar Requirements

Identify similar requirements

Configure search

PV_208.519596

The system shall deliver a maximum flow rate of at least 130 m³/h.

Find Similar

Enter text to find similar requirements...

Results (8)

1 PV_208.519596

The system shall deliver a maximum flow rate of at least 130 m³/h.

Open NA

KSB sample RFQ Submersible_Pump_RFQ.pdf v1 Apr 16, 2026

Accept AI Show Diff

100%

2 PV_208.434345

The pump shall be capable of delivering a maximum flow rate of 120 liters per minute (120 L/min) under rated operating conditions. The flow rate indicates the volume of hydraulic fluid supplied by the pump per unit of time and is critical for ensuring sufficient hydraulic power for the connected actuators or hydraulic systems.

Open NA

Pump Types Tender Technical Specification.pdf v1 Mar 20, 2026

Accept AI Show Diff

80%

Conflicting Requirements

Identify conflicting requirements

Configure search

DS_163-272528

The motor shall operate continuously at a rated speed of 1500 rpm, it can only be sold in germany.

Find Conflicts

Enter text to find conflicting requirements...

Results (1)

1 VV_159.267702

Optimum speed 3,000 rpm

The parameter 'speed' has conflicting values: 1500 rpm (required) vs 3000 rpm (mentioned)

Open NA

VV-Testing-Parameter-V... 4

Accept AI

You

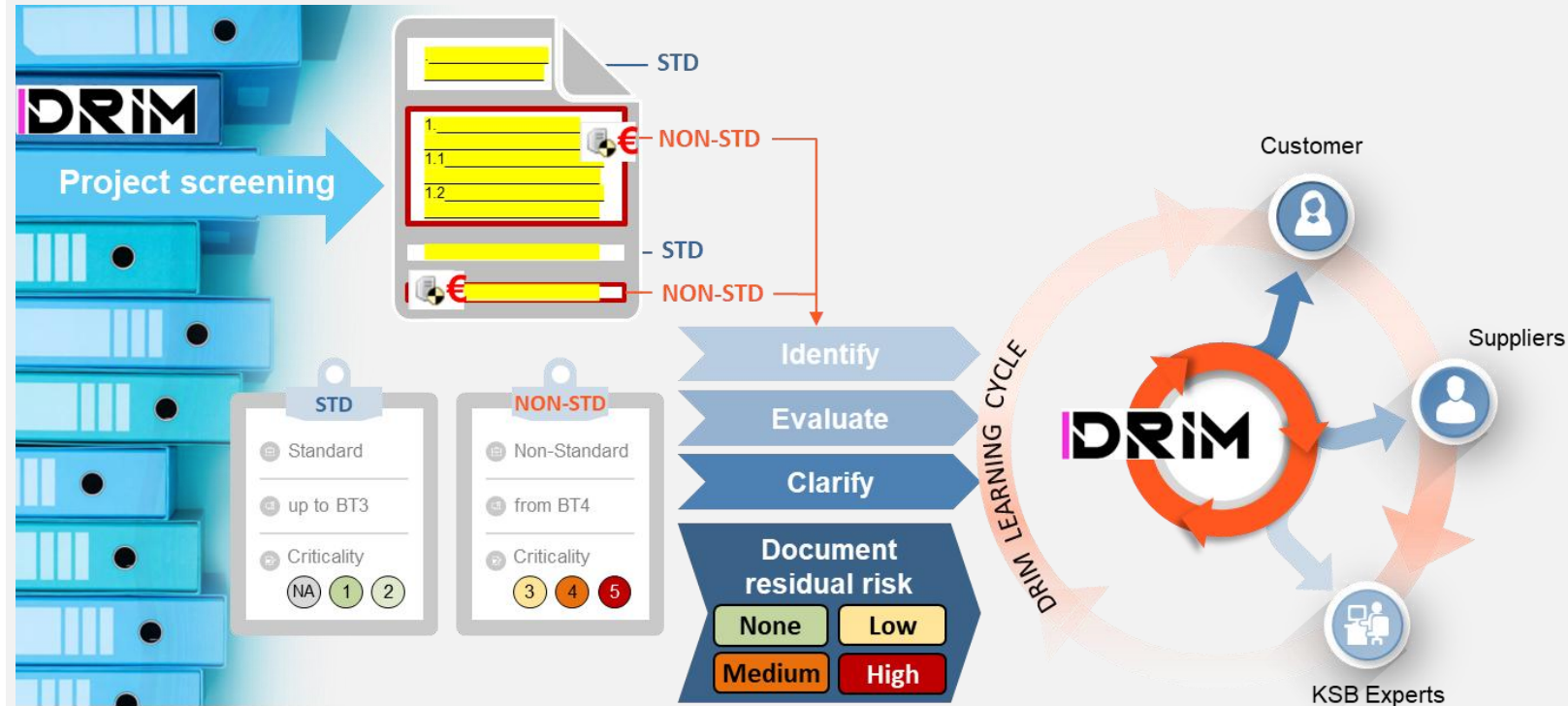
Show me the list of conflicting requirements?

DRIM GPTender

Following are the conflicting requirements:

- Parameter: thickness of the walls
- Value: 2 mm
- The minimum thickness of the walls and of the cover shall be 2 mm (1/16"), except for the stainless steel boxes that may be 1.5 mm. 11
- Value: 3mm
- The walls shall have a minimum thickness of 3mm (1/8") 10

AI must serve strategy, never override it.



Vision

AI handles the specs — so experts focus on the decisions that create real customer value.

Invitation

This approach works wherever complex requirements meet the need for trust, quality, and accountability.

Contact and Copyright

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Lean Process Governance

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