



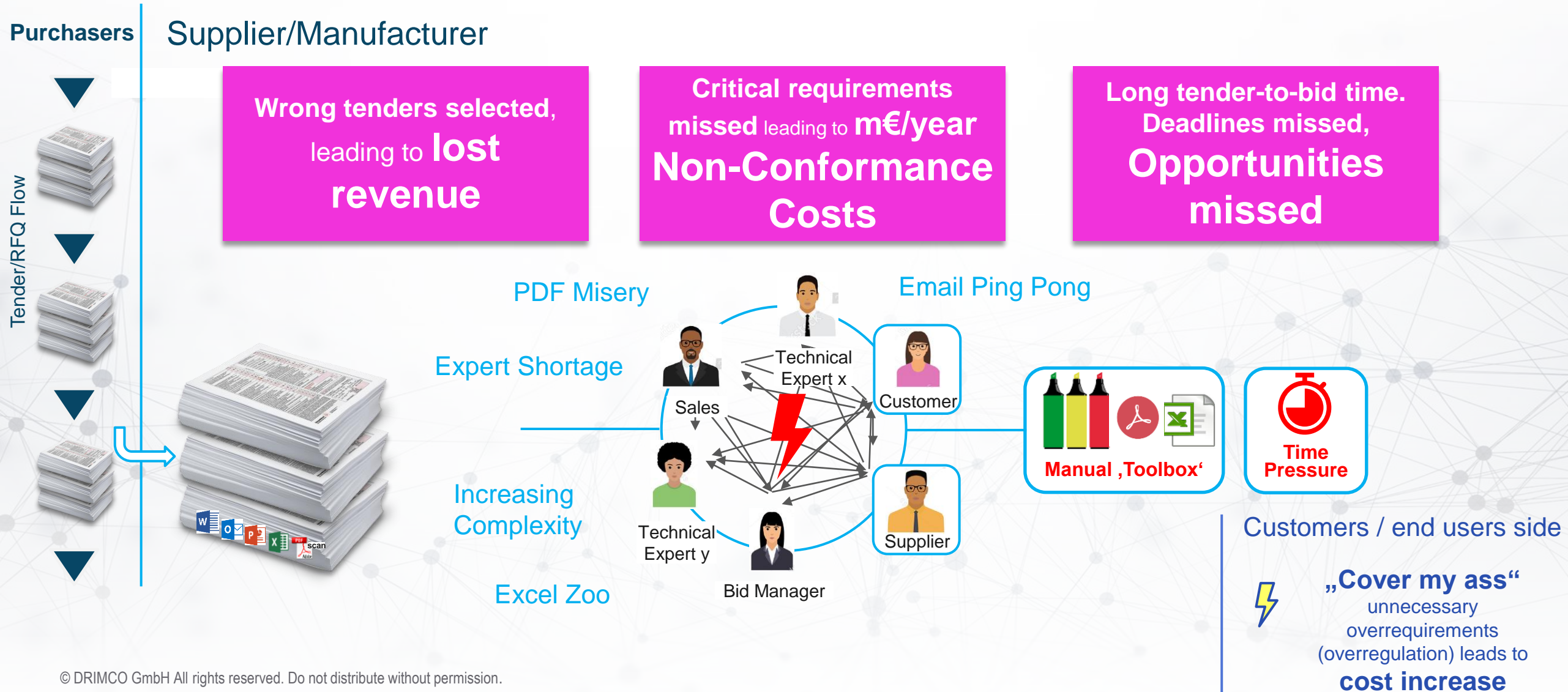
# DRIM: AI-Automated RFQ/Tender/Regulations Document Analysis

Maximum Knowledge Reuse

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# Problem: Tender Analysis Systematic Failure in Industry

→ Millions € / Year Lost Revenue and Margin



# Solution - Big Picture

## 1. Requirements Elicitation

Analysis, Bid Preparation, Contract, Regulation Import. Combine new and existing data.

## 2. Engineering Phase

Project Execution and Release



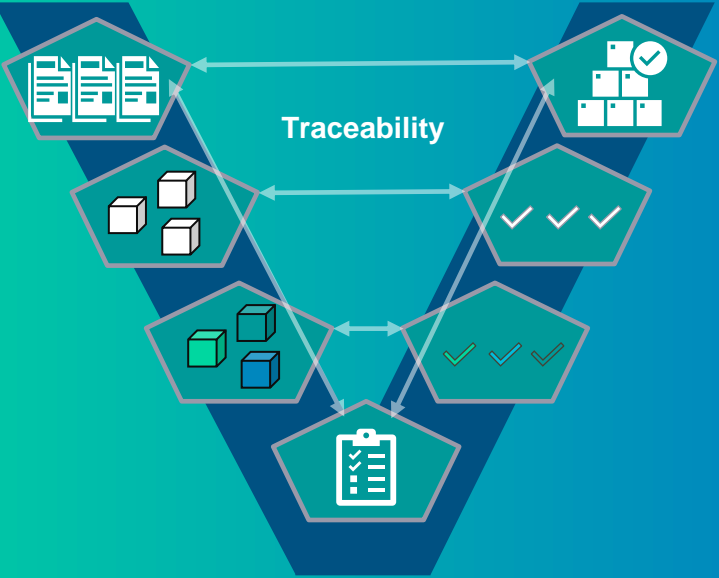
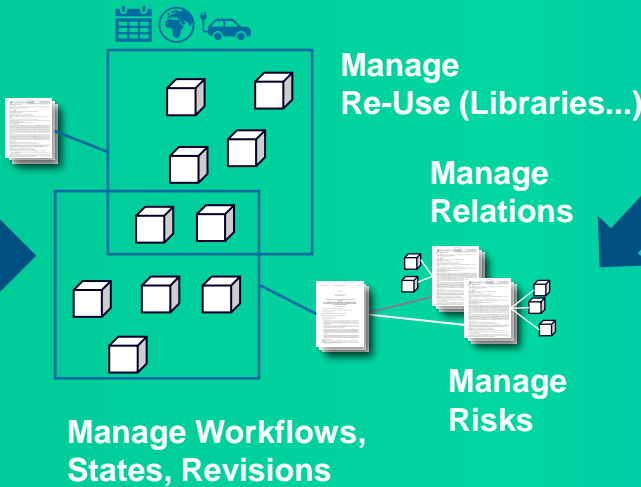
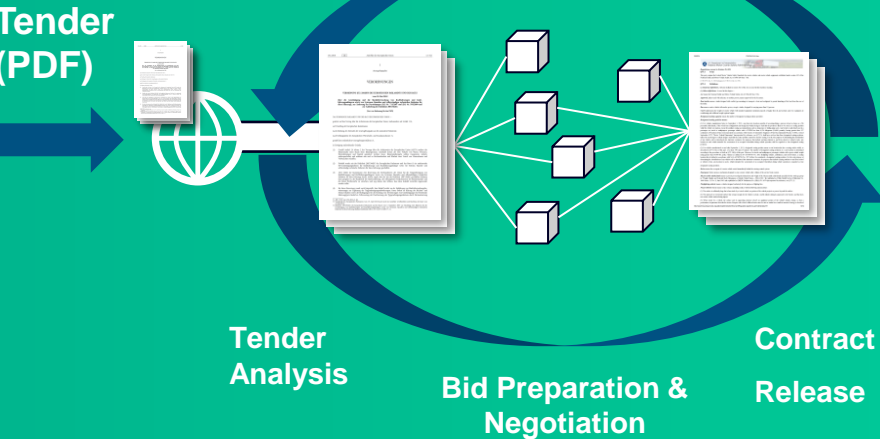
Sales  
Experienced Specialists  
Legal



Technical  
Specialists

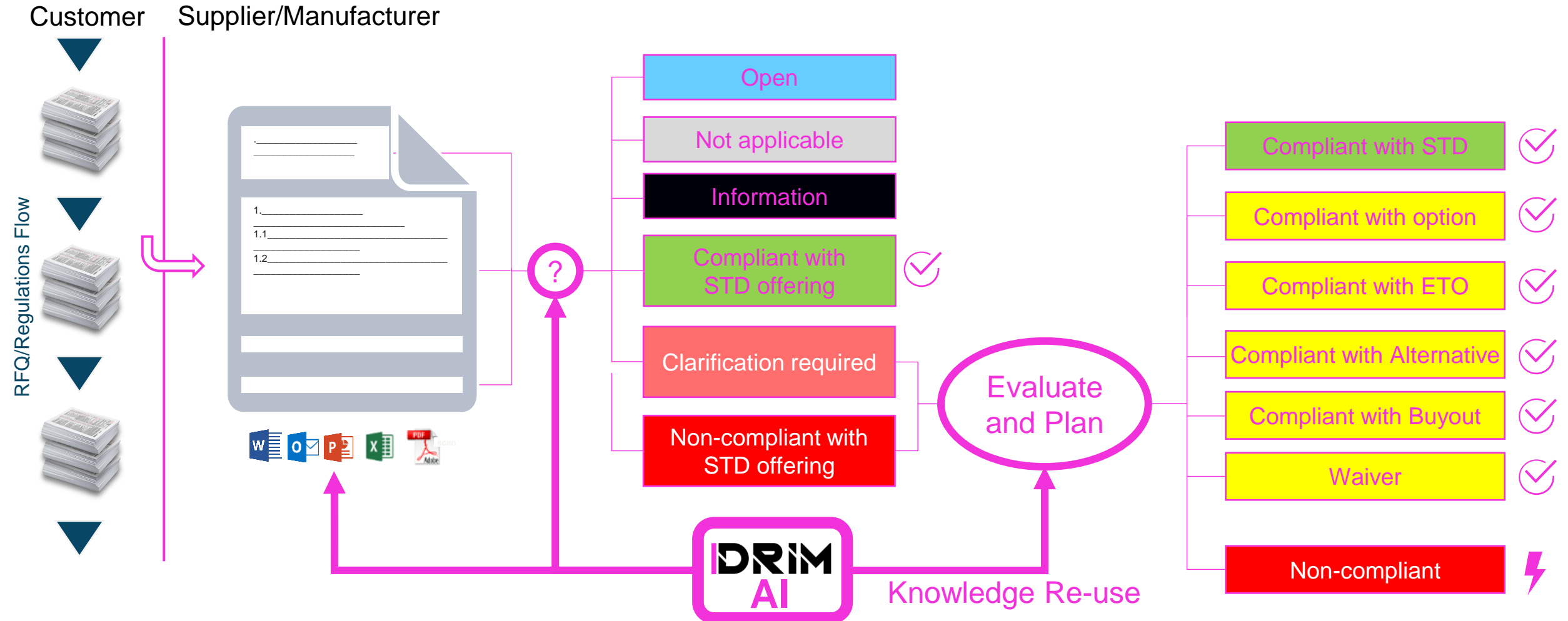


Product  
Development Teams



# Compliance Workflow

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





# 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

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# Trusted Partner for the digital Knowledge Transformation

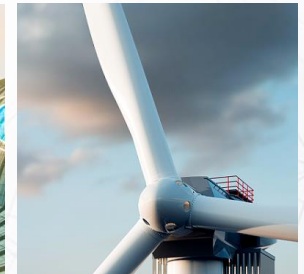


Leading knowledge digitalization from industrial documents technologies protected by 15 patents  
DRIM product for the digitalization of the quotation process  
Siemens spin off – „from industry for industry“



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](#)



8 large enterprise customers already rely on DRIMCo

Solution Partner of and provider of digitalization software to Siemens PLM products [read more](#)

**SIEMENS**  
Digital Industries Software

Following the principles of the European Secure Cloud Initiative securing full data sovereignty

gaia-x



# Introducing DRIM into your Company



DRIM offers:

- an **end-to-end tool** managing your **tender evaluations**
- **'DRIMMING'** of all established **document formats**
- **strong collaboration** functionality among **all involved roles**
- **top notch AI** analyzing all **customer requirements** for **criticality, compliance and domain**. On top it suggests to **reuse best practice commentings**
- in combination with Polarion a **full traceability** from the **origin** of the **customer requirement across the full product lifecycle**

DRIM allows:

- to **significantly reduce the time from tender to bid**
- to **significantly reduce your Non-Conformance Costs**
- a **fast and qualified tender selection** letting you **select the "right" tenders** leading to **additional revenue**

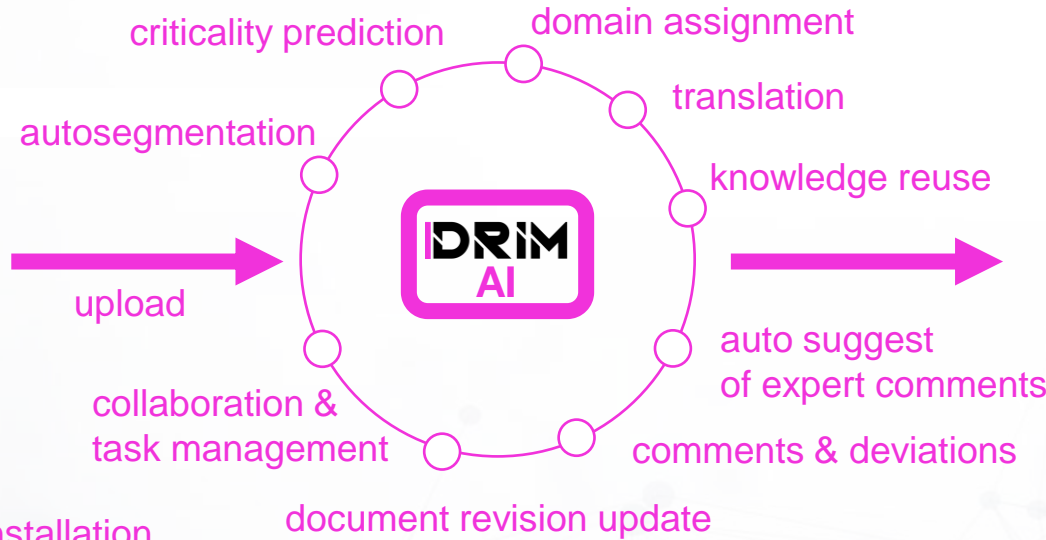


# Digitalized Tender/RFQ management requires novel functionalities



powered by **deep AI services** and a deep integration with a **Lifecycle Management** tool

## DRIM Functionalities



secure on premise installation

document revision update

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 Extraction**

## Deep DRIM-Polarion Connector

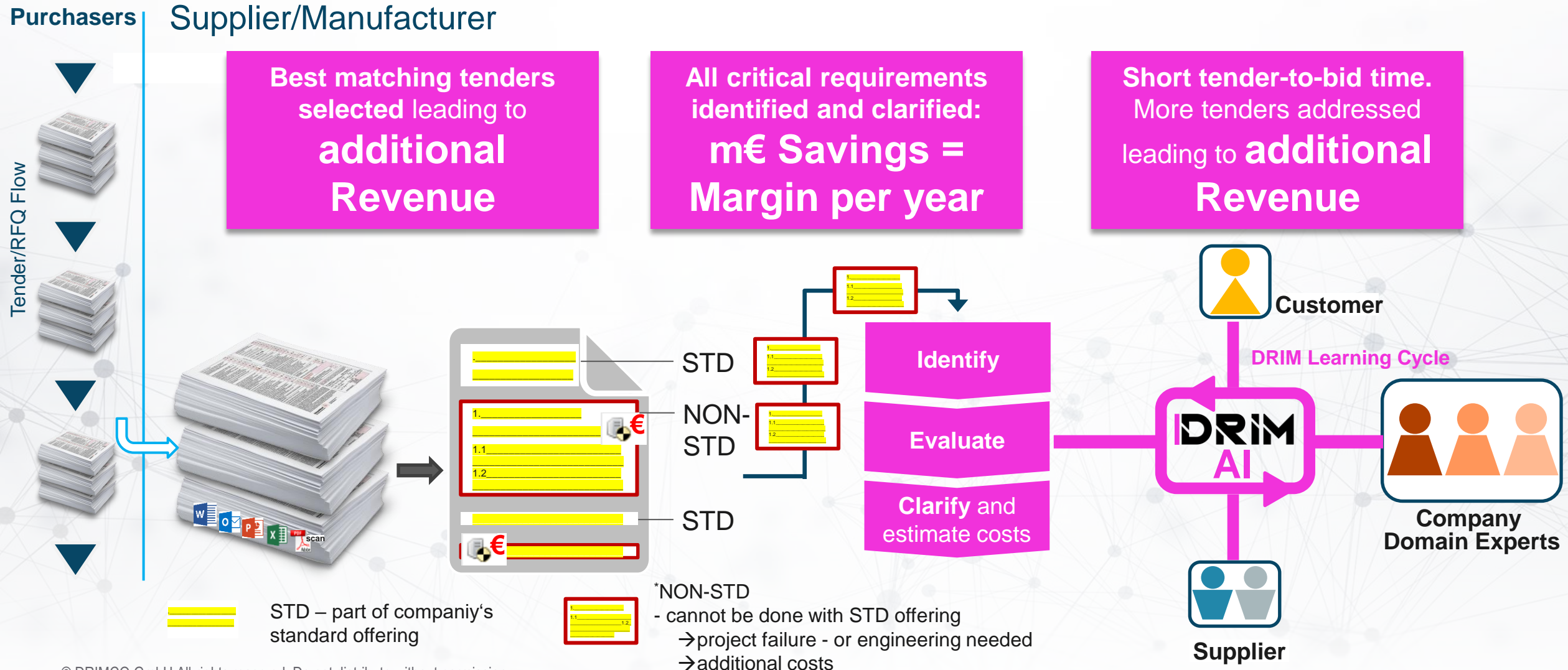


- **Automated project creation**
- **Real time bidirectional synchronization**
- **Automated livedoc modelling**
- **High throughput REST interface**
- **Multi-hop export system**
- **Custom field module**
- Synchronized **roles and permissions** concept
- **DRIM standard** Polarion templates
- **Integration with Project execution templates**

# Solution: DRIMMING the RFQs/tenders



DRIM AI segments all documents into single requirements and processes them according to the best of Company knowledge identifying non-standard\* requirements and suggesting possible solutions.



# Result of the „DRIMMING“ process – Deviation List and Compliance Matrix

**Deviation List**  
 „List of all deviations together with the customer clarifications“

Deviation List								
Project Name: drim_18								
Document (name)	Document version (which ITT document is this version? when it was uploaded)	Chapter name/section	Page #	Work Item ID	Type	Description (work item)	Diff text	Mark-Up text (pr
AGCC.165E-0000-55N-0101_0_EN (4055-GP-SS-101E_Rev.1)		4 INDUSTRY CODES AND STANDARD	4	WI-1705	ROB	Design and manufacturing shall be in accordance with latest issues of specified codes and standards. Refer to paragraph 4 of the specification "General Mechanical Specification for Rotating equipment and Packages" AGCC.165-0000-55S-1001 (Contractor N° 4055-GZ-SG-001).	Design and manufacturing shall be in accordance with latest issues of specified codes and standards. Refer to paragraph 4 of the specification "General Mechanical Specification for Rotating equipment and Packages" AGCC.165-0000-55S-1001 (Contractor N° 4055-GZ-SG-001).	
AGCC.165E-0000-55N-0101_0_EN (4055-GP-SS-101E_Rev.1)		8.1 SCOPE OF MATERIALS	5	WI-1721	ROB	Lube oil unit consisting of suction strainers, lube oil pumps (1W+1S with automatic switchover), couplings, guards, oil cooler, oil filters (1W+1S), piping, valves, PSVs, TCV, electric heater, and all instrumentation for main gear	Lube oil unit consisting tank, suction strainers, lube oil pumps (1W+1S with automatic switchover), couplings, guards, oil coolers, oil filters (1W+1S), piping, valves, PSVs, TCV, electric heater and all required instrumentation for melt pump motor.	Design and 463.4 479 of 448.13start 3standards.9.436 specification "Gen Rotating equipme 3standards.8 (Con

**Compliance Matrix**  
 „List of all ROBs together with their compliance status“

List of ROBs sorted by Compliance			List of ROBS sorted by Criticality			List of ROBs within Document			
ID	Title	ROB Compliance	ID	Title	ROB Criticality	ID	Title	Status	As
WI-1808	VENDOR shall be responsible to meet	Open	WI-1816	The VENDOR shall assume the sole	1	WI-1806	The VENDOR's scopes shall include, but	Approved	Al
WI-1806	The VENDOR's scopes shall include, but	Compliant	WI-1807	Pump packages shall be supplied along	2	WI-1807	Pump packages shall be supplied along	In Review	Be
WI-1816	The VENDOR shall assume the sole	Compliant	WI-1806	The VENDOR's scopes shall include, but	2				Ar



„The DRIM AI is like a colleague who supports me“

**Senior Tender Engineer**  
(Infrastructure Company)

**Chief Digitalization Officer**  
(Machine producer)

„We target a 4m€ savings per year in the first phase“

**Bid Manager**  
(Machine producer)

„Where I needed a cohort of experts I now just click the button“

# 1 How DRIM works – Upload files

ROBLM | New project | Open project | Delete project | Compare project | Switch to compare | Administration

A\_Tender\_2\_operation\_and\_mainten ... | x-mas-card.pdf | RE\_Fragen zum Interessenbekundu ...

DRIMing in progress

### Upload file(s)

Project file structure

Accepting most file types

Select folder | Select file

Accepting the following file types:

- Email .eml
- Excel .xls, .xlsx
- Image .jpeg, .jpg, .png, .tif, .tiff, .ppm
- PDF .pdf (editable or scanned)
- Plain Text .txt, .tsv, .csv
- PowerPoint .ppt, .pptx
- Web .html, .htm
- Word .doc, .docx

Also accepting documents where text is contained in images

Total number of files: 27  
Total selected files: 26

- Email 1
- PowerPoint 1
- PDF 25

Upload files | Cancel

DRIM Operations	Status
AI OCR (generating Searchable PDF)	🟡
Conversion to PDF	🟢
Document image generation	🟢
AI Text Extraction	🟢
AI Layout Analysis	🟢
Headings detection	🟢
Headers & Footers detection	🟢
Table extraction	🟢
AI Document Understanding and Enrichments (topics, criticality, compliance, etc.)	🟢
AI Semantic Search (AI concepts, intelligence search, etc.)	🟢
Polarion Publishing for Heading	🟢

100% | Reset

1 | 227

Headings | Tables | Active + AI ROBs | Active ROBs | All ROBs | TC suggested ROBs

ID	Compl.	Crit.	ROB Text	Author	Assignee	Topics	PiP	File name / Title	Page	Date
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## 2 How DRIM works – Tender DRIMMING / Evaluation



The screenshot displays the DRIMCO software interface. The main window shows a document with several paragraphs of text. Three callout boxes are overlaid on the document:

- DRIM-AI suggestions**: A box pointing to the highlighted text "1.5.2.3 Defects".
- where are critical requirements for which topics**: A box pointing to the highlighted text "If the Contractor cannot provide verification for long-term process capability during the test run at the Customer, the acceptance implementation process is delayed until the time of the successful defect correction; the provisions for defects specified in Chapter ((refer to section Defects, page 45)) apply respectively."
- what are solution strategies**: A box pointing to the highlighted text "If the Contractor shall have to keep / supply all the consumables each and every O- ring and spares),..."

The right sidebar contains the following information:

- DRIM-4650**: Project ID, with buttons for Refresh AI, Accept AI, and Close.
- Ext. Status**: Compliance, with a dropdown menu showing "Non-compliant".
- Criticality**: A scale from NA to 5, with 5 selected.
- Client topics**: A search bar and a dropdown menu showing "acceptance test" and "defect".
- User topics**: A dropdown menu.
- ROB Text**: Proposed Text, Differences, Translation.
- Assignee**: Frank White (Sales).
- Internal Comments (1)**: A comment by Frank White (Sales) dated 31-10-2021 02:55:43: "NO GO: We must establish a regulated acceptance process for long-term capability testing otherwise we don't get acceptance for years." with an "Add comment" button.
- Custom fields**: A list of fields with checkboxes and dropdown menus: TQ Relevant (unchecked), SBA Relevant (checked), Relevance (dropdown), Cost Impact (1.4 m\$), Type (NoGo dropdown), Time Impact (dropdown), Risk database relevant (checked).

At the bottom, there is a table with the following columns: ID, Compl., Crit., ROB Text, Author, Assignee, Topics, File name / Title, Page, and Date.

ID	Compl.	Crit.	ROB Text	Author	Assignee	Topics	File name / Title	Page	Date
DRIM-4616	Open	5	a. All OEM spares, required for carrying out the operation and maintenance of the complete...	Frank White (Sales)	[object Object]	maintenance; spares	A_Tender_2_operation_and_maintenance_booster_co... mpressor_Vol II of II.pdf	9	27.10.2021
SYN1252.1024	Open	5	If the short-term process capability (machine capability) is not realized during the last month of th...	Frank White (Sales)	[object Object]	defect	ZF_Technical_Delivery_Specification_General_informati... on_20210113.pdf	8	27.10.2021
DRIM-4650	Non-compliant	5	If the Contractor cannot provide verification for long-term process capability during the test run at the...	Frank White (Sales)	[object Object]	acceptance test; defect	ZF_Technical_Delivery_Specification_General_informati... on_20210113.pdf	9	27.10.2021
DRIM-4617	Open	5	b. The Contractor shall have to keep / supply all the consumables each and every O- ring and spares),...	Frank White (Sales)	[object Object]	maintenance; spares	A_Tender_2_operation_and_maintenance_booster_co... mpressor_Vol II of II.pdf	9	27.10.2021

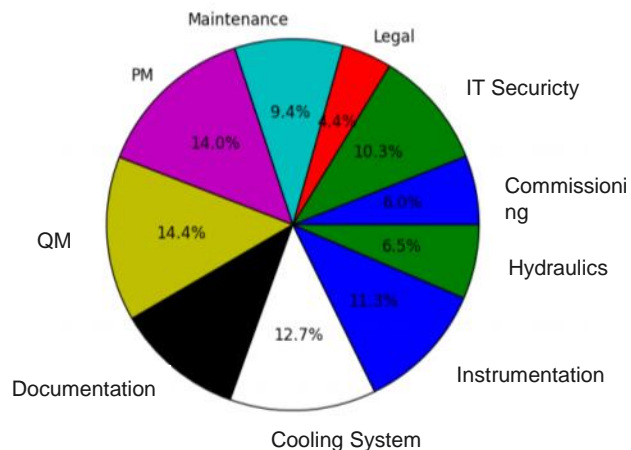


# 3 How DRIM works – Intelligence Dashboards

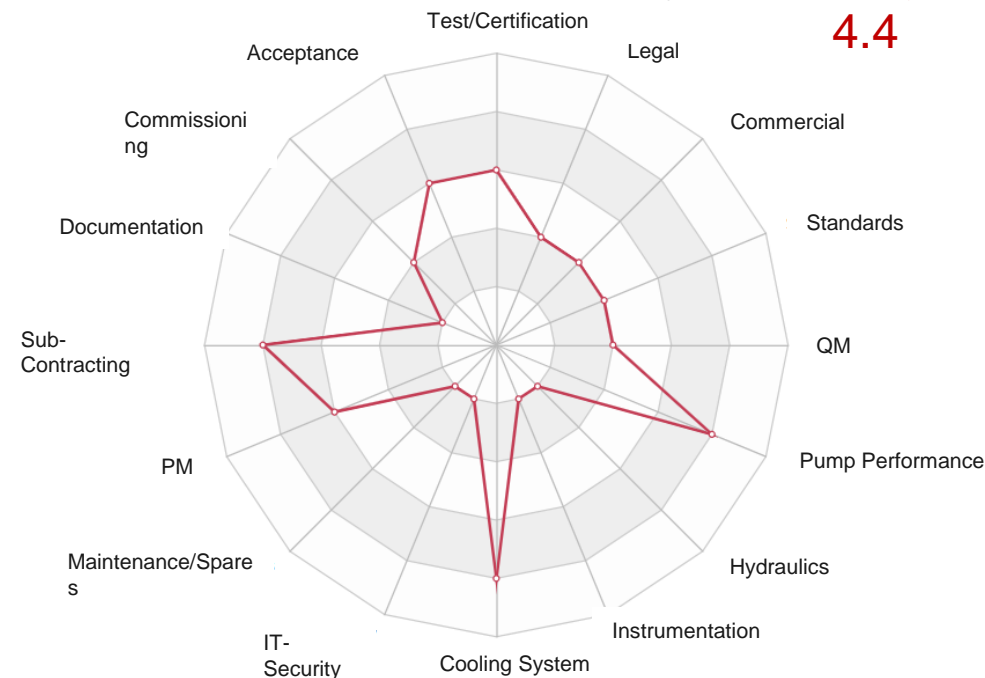


Project: **Desert Spring II**  
 Customer: **Dubai Chemical**  
 Bid Submission: **24.01.2021**  
 Contract value: **1.8 m€**  
 Retention: **15%**

Topic overview



DRIM Topic Criticality Meter **Project SCORE: 4.4**



Estimated Bid Preparation time: **3 weeks**

Estimated Bid Preparation effort: **58 h**

domain	estimated effort
instrumentation	4,5 h →
hydraulics	7 h →
legal	13 h →
bid engineer	21 h →
maintenance	1,5 h →
PM	11 h →



Potential Customer Clarifications: **26**

ID	ROB Text	Topics	Success %
DEM685.41	For carrying out the periodic / scheduled / breakdown maintenance of compressor package the service provider shall be allowed a	service	58%
DEM685.39	k. The Contractor must carry out calibration of gas detectors and flame detectors every six months or earlier as per	calibration	65%
DEM685.38	For Shutdown restored within 3 hours on daily basis - No Penalty. The service provider can also club 3 hours	shutdown penalty	80%

\* Roadmap feature