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

Maximum Knowledge Reuse

Bernt Andrassy - info@drimco.net

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

Purchasers

Supplier/Manufacturer

Tender/RFQ Flow

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

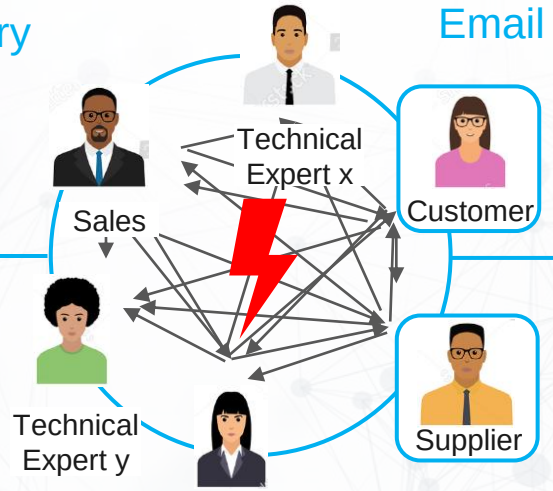
PDF Misery

Email Ping Pong

Expert Shortage

Increasing Complexity

Excel Zoo



Manual ‚Toolbox‘

Time Pressure

Customers / end users side

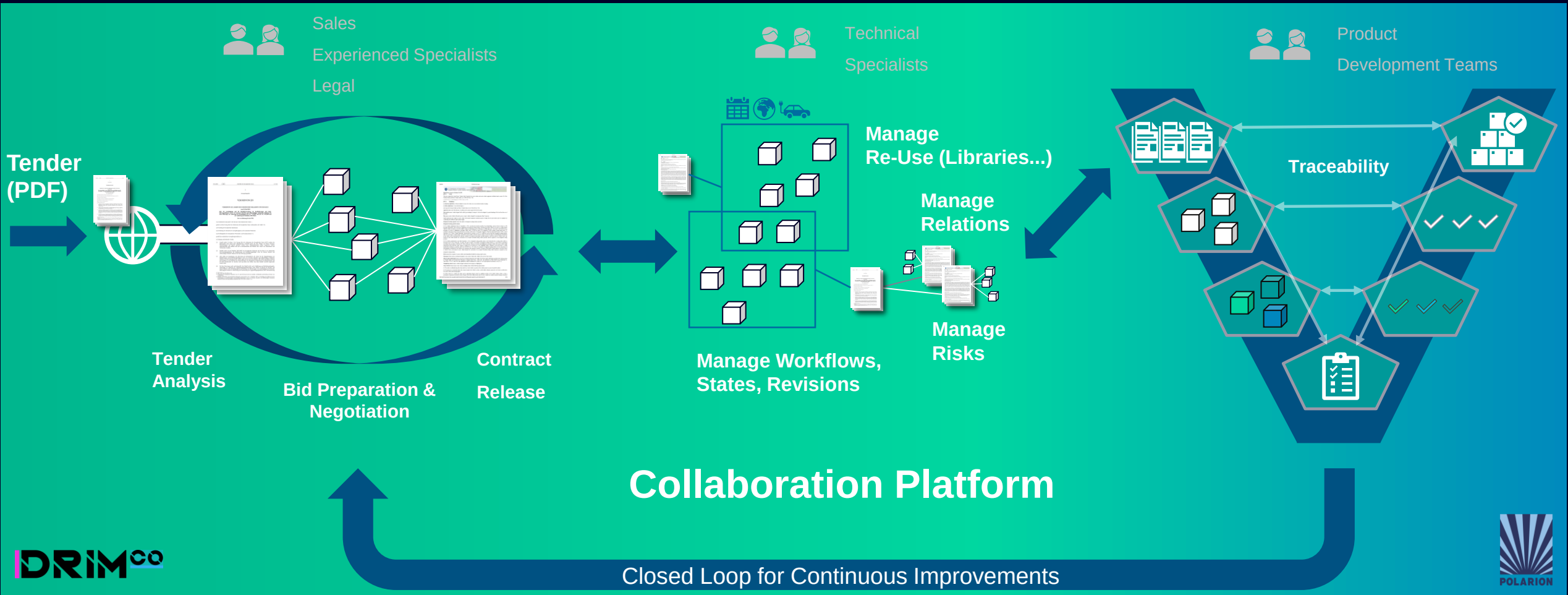
„Cover my ass“ unnecessary overrequirements (overregulation) leads to **cost increase**

© DRIMCO GmbH All rights reserved. Do not distribute without permission.

Solution - Big Picture

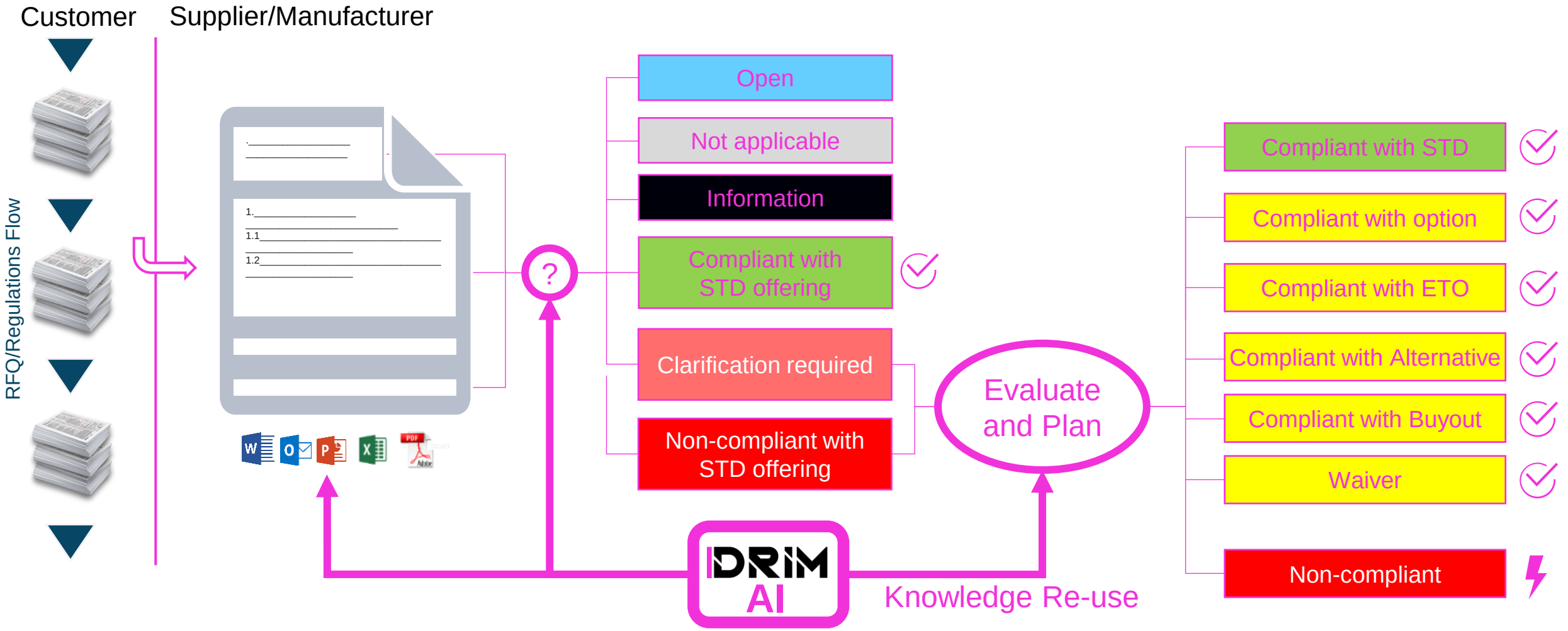
1. Requirements Elicitation
Analysis, Bid Preparation, Contract, Regulation Import. Combine new and existing data.

2. Engineering Phase
Project Execution and Release



Compliance Workflow

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



© DRIMCO GmbH All rights reserved. Do not distribute without permission.

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

© DRIMCO GmbH All rights reserved. Do not distribute without permission.

Thank you

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

DRIMCO GmbH. All rights reserved.

All content is the exclusive property of DRIMCO GmbH. Replication or distribution in electronic, paper, or other format is prohibited without express permission from DRIMCO.

The content is confidential to DRIMCO GmbH and subject to confidentiality terms.

© DRIMCO GmbH All rights reserved. Do not distribute without permission.

Trusted Partner for the digital Knowledge Transformation

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

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

SIEMENS
Digital Industries Software

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

gaia-x

© DRIMCO GmbH All rights reserved. Do not distribute without permission.

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**

© DRIMCO GmbH All rights reserved. Do not distribute without permission.

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

DRIM Functionalities

upload

criticality prediction
domain assignment
translation
autosegmentation
knowledge reuse
auto suggest of expert comments
collaboration & task management
comments & deviations
document revision update

DRIM AI

Bid Go/No-Go ✓
Bid Approval ✓
Project Execution ✓

Project Risk
Cost
Time
Margin
Revenue

secure on premise installation

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**

Deep DRIM-Polarion Connector

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**

© DRIMCO GmbH All rights reserved. Do not distribute without permission.

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.

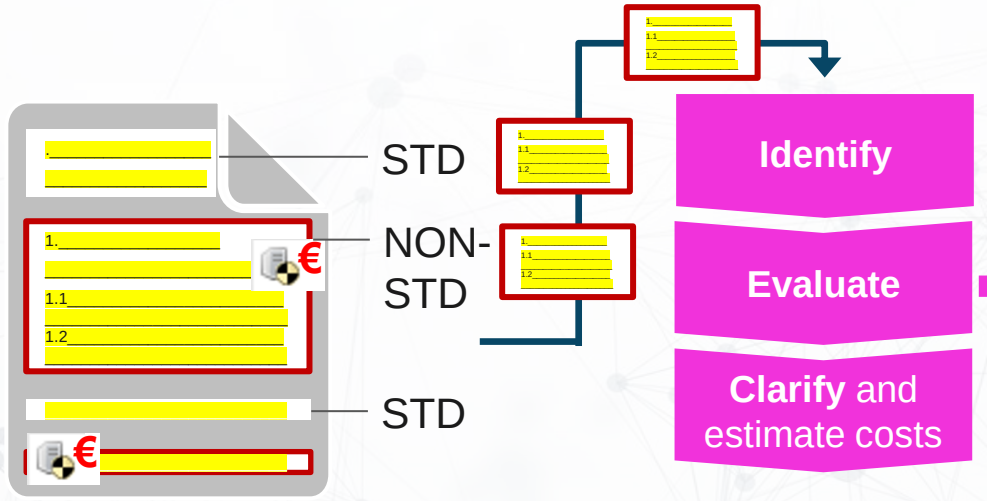
Purchasers | Supplier/Manufacturer

Tender/RFQ Flow

Best matching tenders selected leading to **additional Revenue**

All critical requirements identified and clarified: m€ Savings = Margin per year

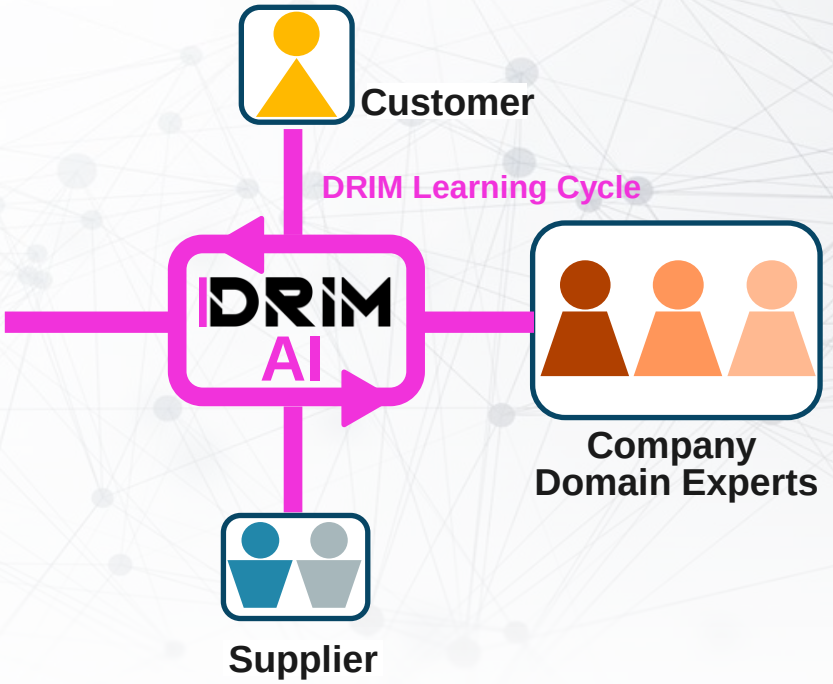
Short tender-to-bid time. More tenders addressed leading to **additional Revenue**



Identify

Evaluate

Clarify and estimate costs



STD – part of companiy's standard offering

*NON-STD
- cannot be done with STD offering
→project failure - or engineering needed
→additional costs

© DRIMCO GmbH All rights reserved. Do not distribute without permission.

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).	Design and 463 4 479 of 448 13stan 3standards:9 436 specification "Gen Rotating equipme 3standards:8 (Cor
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	Lube oil unit consi strainers, lube oil automatic switchov guards, oil ~~cooler,~~ (1W+1S), piping, TCV, electric ~~heat~~

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

List of ROBs sorted by Compliance

ID	Title	ROB Compliance
WI-1808	VENDORshall be responsible to meet	Open
WI-1806	The VENDOR's scopeshall include, but	Compliant
WI-1816	The VENDORshall	Compliant

List of ROBS sorted by Criticality

ID	Title	ROB Criticality
WI-1816	The VENDORshall assume the sole	1
WI-1807	Pump packagesshall be supplied along	2
WI-1806	The VENDOR's scopeshall include,	2

List of ROBs within Docun

ID	Title	Status	As
WI-1806	The VENDOR's scopeshall include, but	Approved	Al H
WI-1807	Pump packagesshall be supplied along	In Review	Be Ar

SIEMENS

End User Voice

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

Senior Tender Engineer
(Infrastructure Company)

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

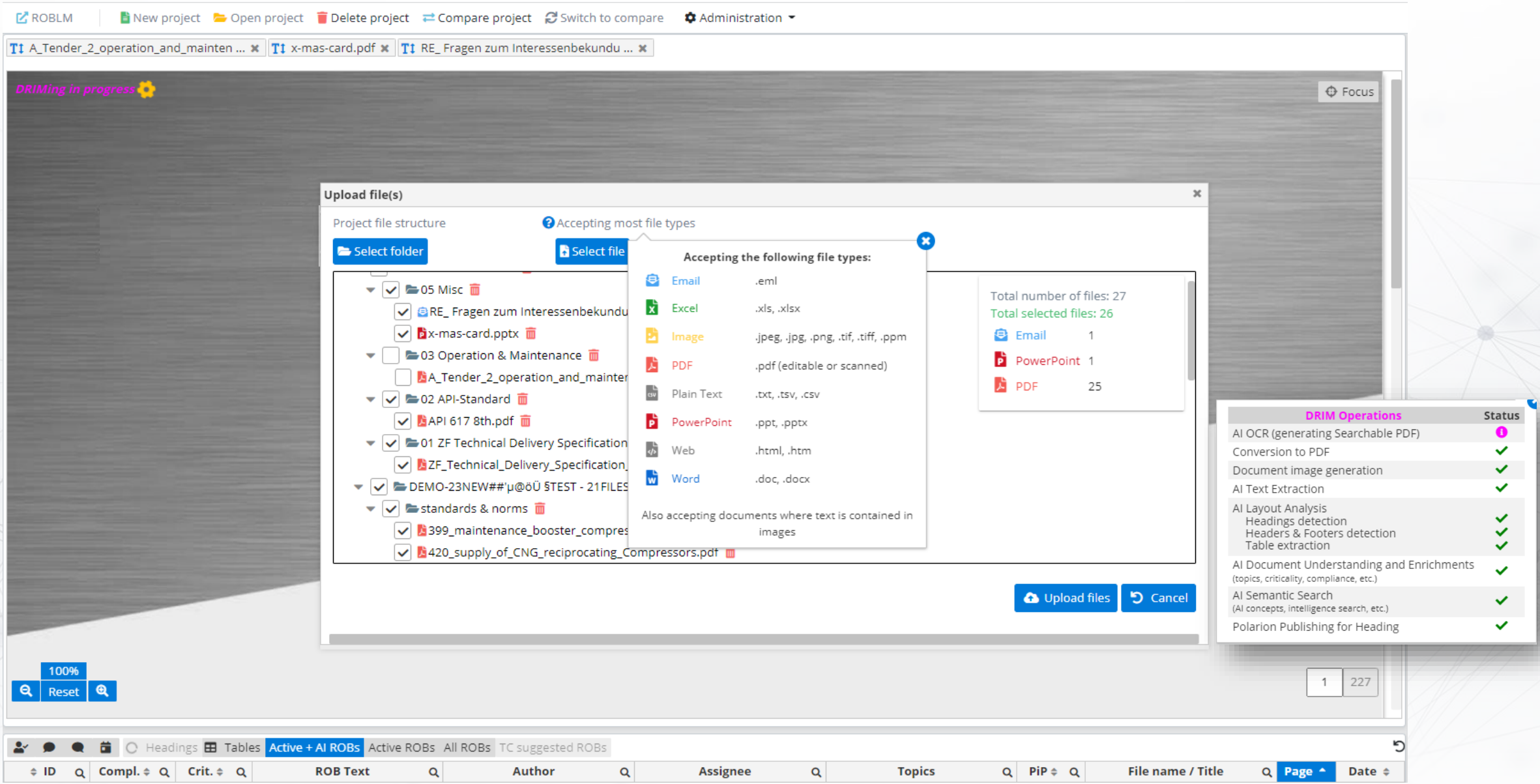
Chief Digitalization Officer
(Machine producer)

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

Bid Manager
(Machine producer)

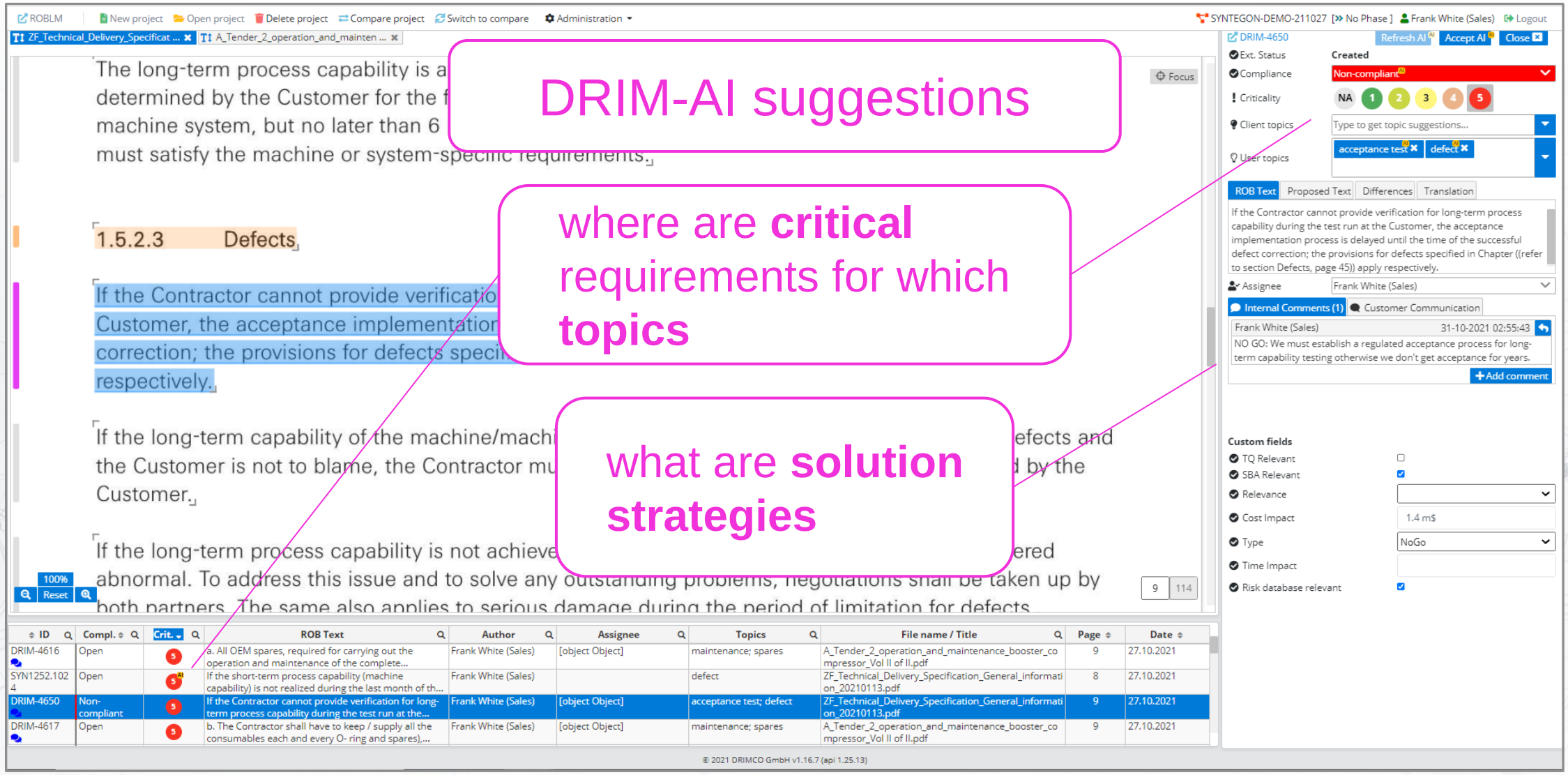
© DRIMCO GmbH All rights reserved. Do not distribute without permission.

1 How DRIM works – Upload files



© DRIMCO GmbH All rights reserved. Do not distribute without permission.

2 How DRIM works – Tender DRIMMING / Evaluation



© DRIMCO GmbH All rights reserved. Do not distribute without permission.

3 How DRIM works – Intelligence Dashboards

ROBLM | New project | Open project | Delete project | Compare project | Switch to compare | DRIM Meter | DEMO-NEW-007 Frank White (Sales) Logout

Project: **Desert Spring II**

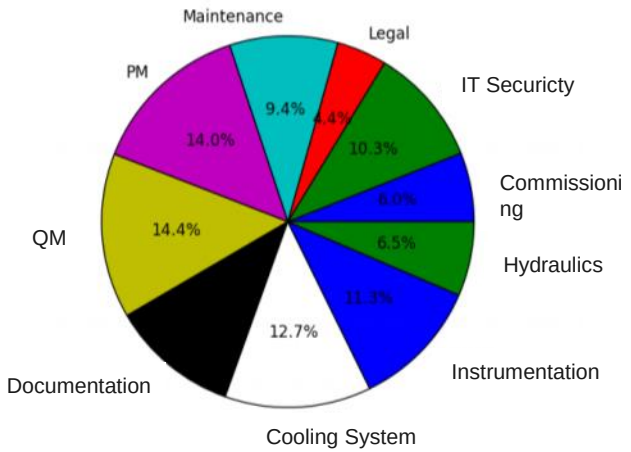
Customer: **Dubai Chemical**

Bid Submission: **24.01.2021**

Contract value: **1.8 m€**

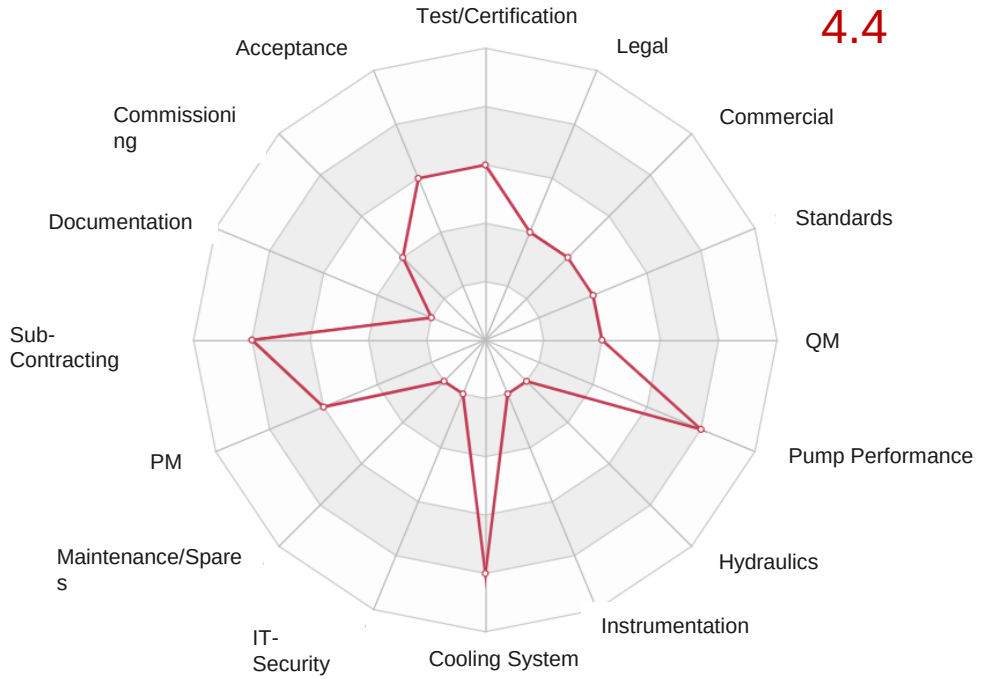
Retention: **15%**

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