

ORISA

INNOVATION BY CONFIGURATION



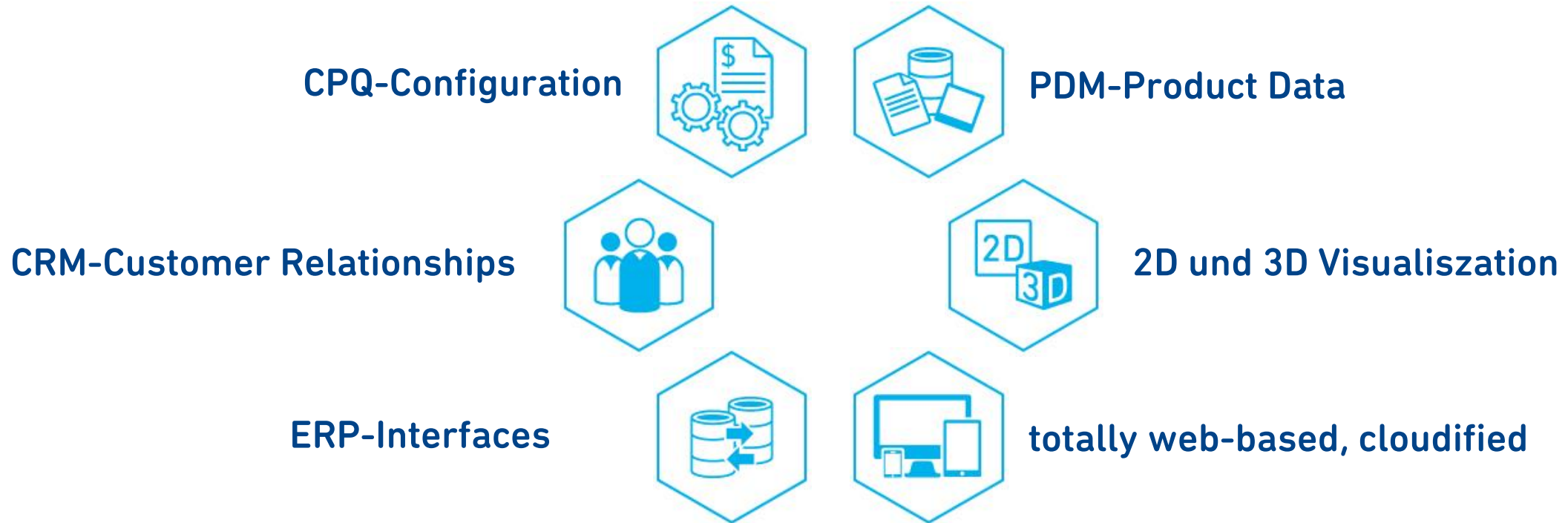
SELLING THE NON-EXISTING. CONFIGURE PRICE QUOTE AND METAMODELS.

Dr. Georg Elsner, CEO ORISA



ORISA SERVICES

CPQ SOLUTIONS, INDIVIDUALLY CUSTOMIZED.



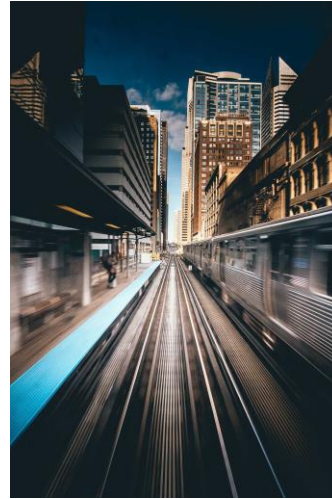
MEGATRENDS



Individualization



Knowledge Culture



Urbanization



Digitalization



Silver Society



Globalization



Health

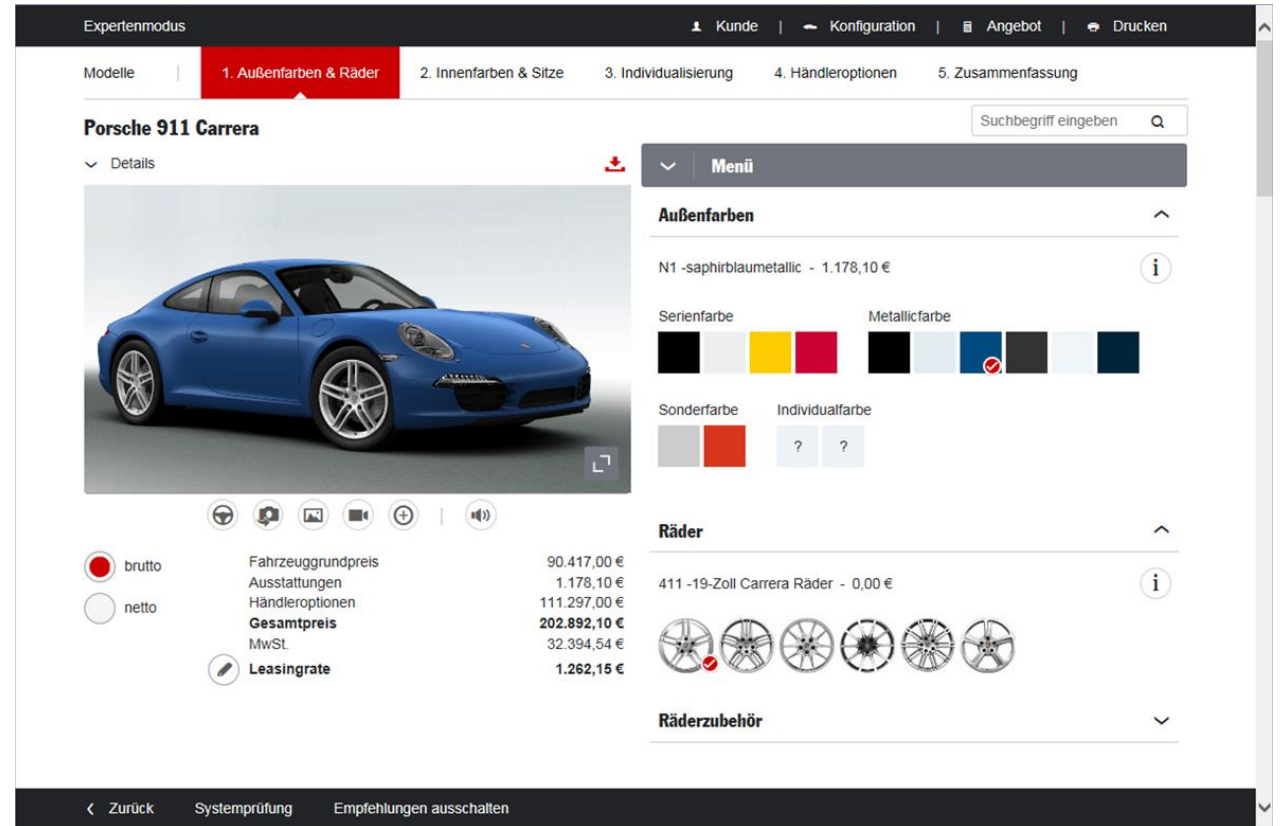


Mobility

INDIVIDUALIZATION – NOW AND THEN

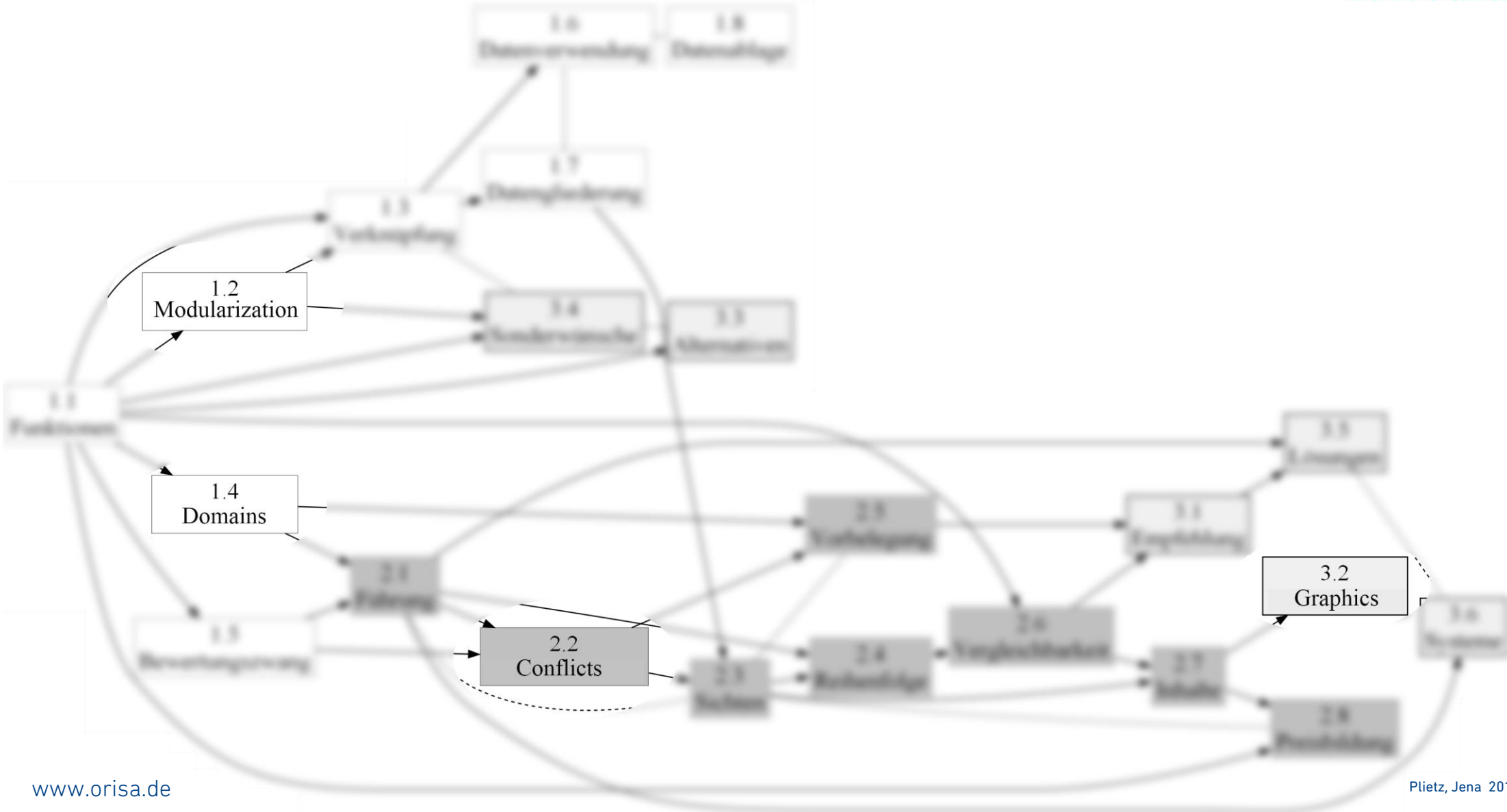


Emperor Charlemagne's Imperial Crown



Today: An Individual Car for Everybody ...

CPQ DESIGN PATTERNS



CONFIGURATION IS FORWARD-CHAINING ON CONSTRAINT-KNOWLEDGEBASES

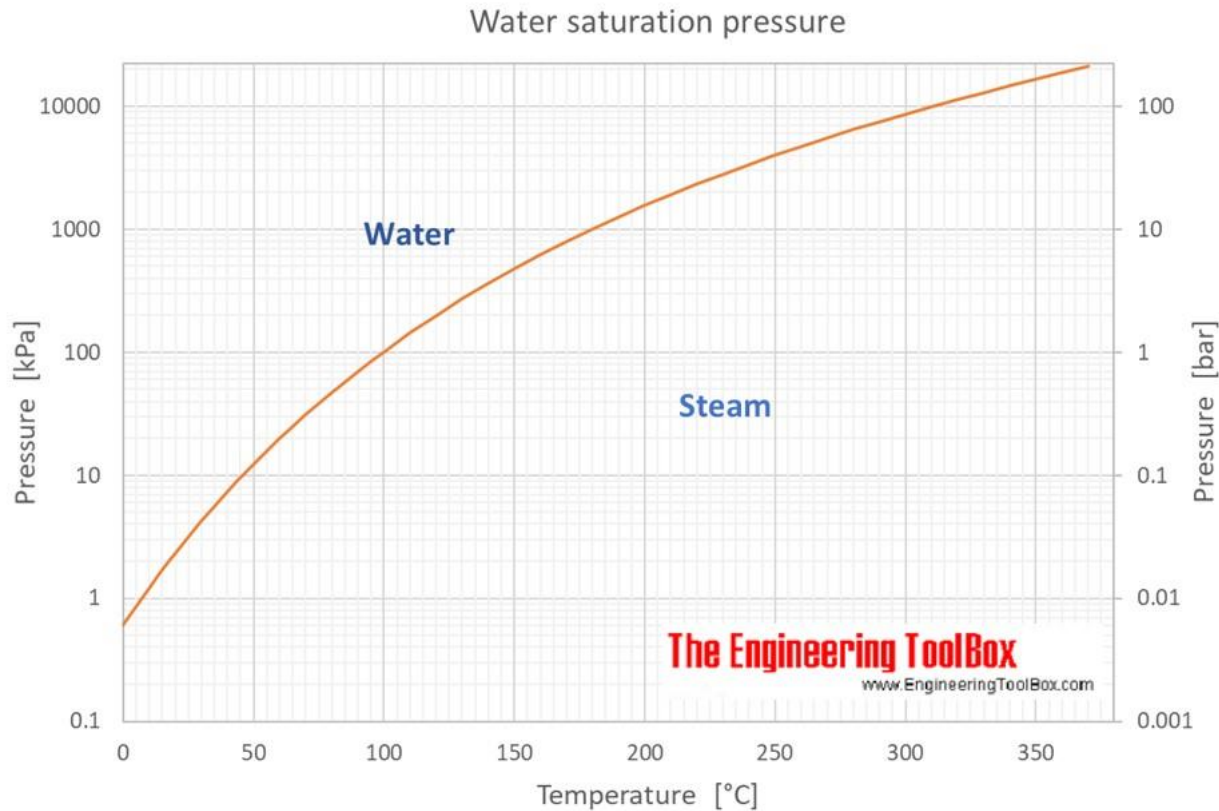
- UX, User Experience, Consistency of Expectations
 - The user establishes an interaction.
 - He or she expects, that all changes in his world of decision are visualized immediately.
 - He or she transfers his or her user experience to the configured product.
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- Acknowledgements:
 - Foreward Chaining everybody knows from Excel, that is a forward chainer for computations.
 - Constraint Solving is near to the SAT (satisfaction) problem, a NP complete problem (does exist for a set of logical variables a solution so that a given logical normal expression on these variables becomes true, that is satisfied).

UX AND CONSISTENCY OF EXPECTATIONS

- Performance, informations at your fingertips.
- Support of any sequence of user decisions.
- Support in conflict solving, see example.

The screenshot illustrates a configuration interface with two panels: 'Engine' and 'Gear'. In the top panel, the 'Engine' panel has three radio buttons (126 kW, 184 kW, 220 kW) with a red 'STOP' icon over the 126 kW option. The 'Gear' panel has two radio buttons (Automatik, manuell) with 'Automatik' selected. A white arrow points down to the bottom panel. In the bottom panel, the 'Engine' panel has three radio buttons (126 kW, 184 kW, 220 kW) with '220 kW' selected. The 'Gear' panel has two radio buttons (Automatik, manuell) with 'manuell' selected and a red 'STOP' icon over it. A blue dialog box is overlaid on the bottom panel with the text 'Selection of Gear: manuell demands the following:'. Below this text, the 'Engine' panel is shown with 'Deselection of: 220 kW' and an information icon. The dialog has 'Ok' and 'Cancel' buttons at the bottom right.

CONSTRUCTIVE DESIGN



Hilfe | Forum

VIESSMANN
climate of innovation

Biomassekessel Brennstoffversorgung Abgassystem Ascheentsorgung Steuerung Dienstleistungen

Großwasserraumkessel Blockheizkraftwerk **Biomassekessel** Großwärmepumpe

Vorauswahl Technische Eingaben Anlagendaten Brennstoff Emissionsgarantie Zwischenergebnis Spezifikation / Zubehör **Biomasse-Kessel** Brennstoffversorgung Abgassystem Ascheentsorgung Steuerung Dienstleistungen

Beispieldarstellung

Technische Daten

Medium	Wasser
Nennwärmeleistung	300 kW
Betriebsdruck	2 bar
Brennstoffart	Holzhackschnittel WS WH

Projektinfos

↓ .xml speichern

Ergebnissicht

Service-Box

Drucken

Checklisten

zum Angebot

Thermische Ablaufsicherung

Die Aufgabe der thermischen Ablaufsicherung besteht darin, bei zu hoher Vorlauftemperatur des Kessels, die Wärme durch Zuführung von kaltem Wasser abzuführen. Sie soll die Nachwärme aufnehmen und einen unzulässigen Temperaturanstieg vermeiden.

Siederrohrreinigung
Die Siederrohrreinigung bezieht sich auf eine automatische & pneumatische Abreinigung der Siederrohre. Andernfalls müssen die Siederrohre bei jedem Kessel manuell gereinigt werden.
 ja
 nein

Kessel mit Druckluftkompressor
Reinigung des kompletten Röhrenwärmetauschers im laufenden Betrieb mit periodischen Druckluftimpulsen.
 ja
 nein

Kessel Sicherheitseinrichtungen
Bitte wählen Sie die gewünschten Sicherheitseinrichtungen für den Kessel aus.
 Thermische Ablaufsicherung
 Kessel Sicherheitseinrichtung
 Sicherheitstemperaturbegrenzer

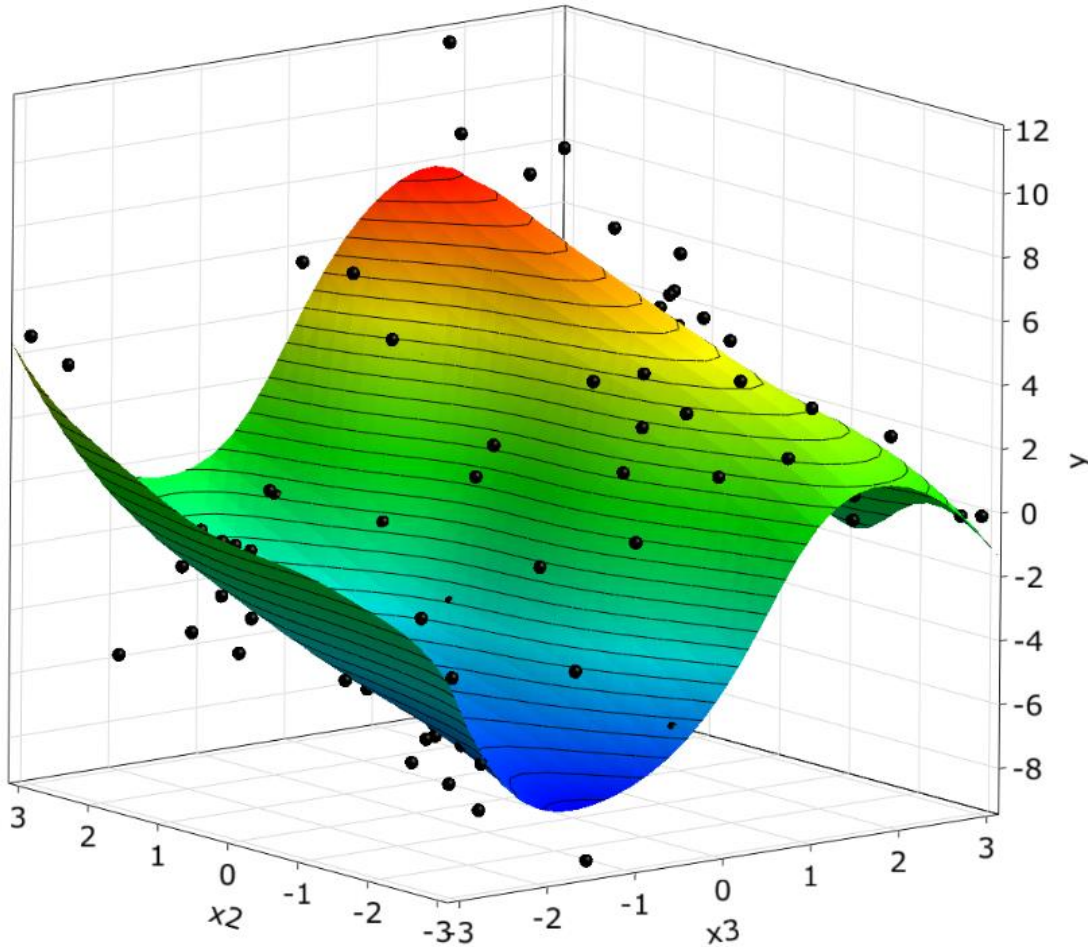
Max. zulässiger Betriebsüberdruck

bar

Zurück Weiter

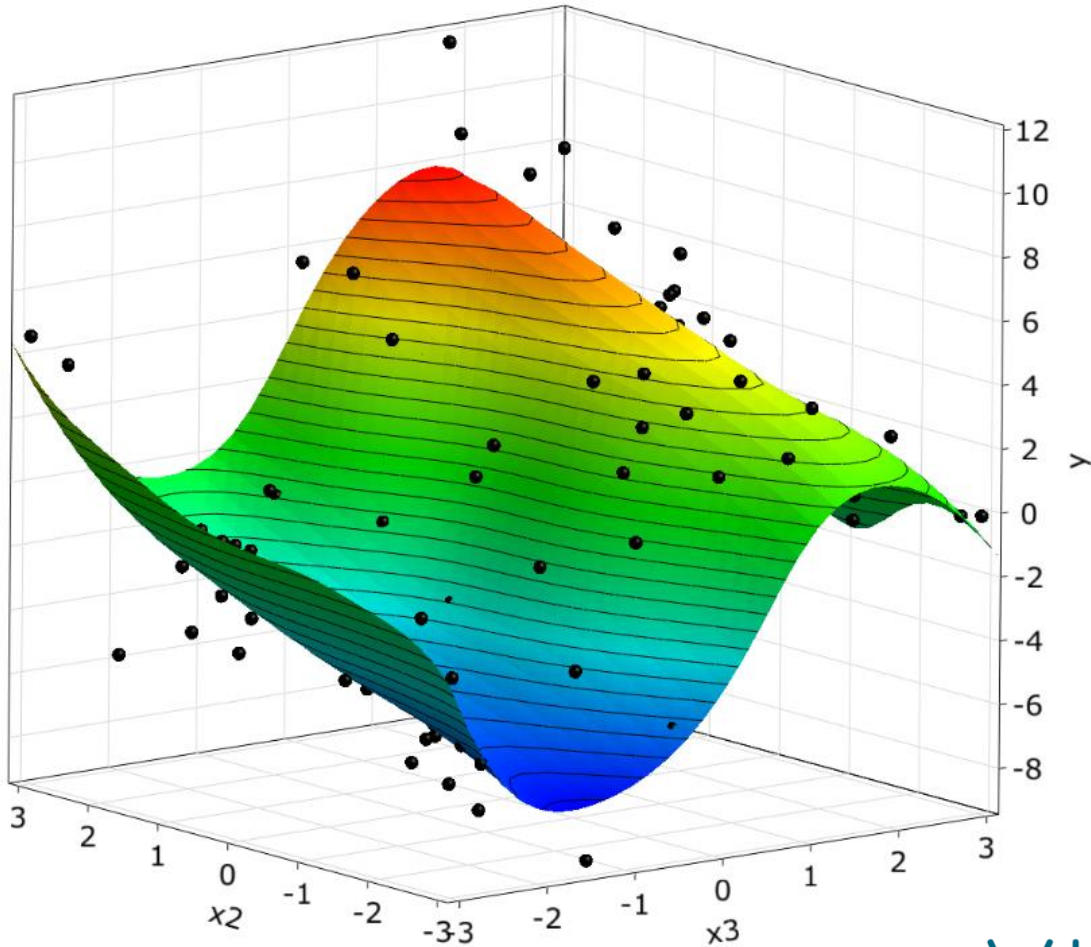
- Analytical dependencies via formulas, splines, NURBS (Non Uniform Rational Bezier Splines).
- Solution forwards and backwards (inverse).

METAMODELS



- Simulation or measurement delivers support points.
- Multidimensional interpolation is solved by adequate technologies of interpolation or AI.
- Operations Research Algorithms can operate on these models to give solutions and inversions.

CPQ WITH METAMODELS



- Constructive design in a configurator tool „on your fingertips“ with excellent performance.
- Constructive design also in the absence of an explicit formula.
- Constructive design also in cases where only simulations are available.
- **Selling the non existing.**



Thank you for your interest.

Dr. Georg Elsner, CEO

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