Exploitation, Dissemination, Standardisation (WP7)

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Business Model Canvas - Obeo

Key Partners	Key Activities	Value Propositions	Customer Relationships	Customer Segment
Sirius Existing Users	Communication & Events	Dev outsourcing / expertise for - extraction rules - core new feature - high quality	 Open Source Software Editor guaranties 	M&T Architect of
MW Partners	Software Edition Professional	Better Collaboration between doc & model authors		Sirius community 2. System Engineers 3. Requirement
eclipse Evangelists (MBSE, Req, Wiki)	Services Key Resources •MW Engine of WP6 •Expertise on MW internal: •Listing of existing users / customers of Obeo	Support & Maintenance Training	1. Conferences 2. Eclipse.org 3. Direct sales	Engineers 4. Enterprise Architects 5. Pre-sales
Cost Structure	products	Integration with SCM, ALM, Editors Revenue Streams		
Salaries of consultant	ts & MW committers es, communication, web)	 Professional Services New features funding New option in Obeo Des 	per working day (on site or remote) igner annual support contract senses for collaborative features	



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WP7

UNIT as a tool and technology provider



Integration with <u>Siemens Teamcenter PLM visualization</u>

Required for FORD-OTOSAN use case

Using <u>JT Open Toolkit</u>'s C++ application programming interface for 3D product information <u>ISO 14306:2012</u> Industrial automation systems and integration -- JT file format specification for 3D visualization

Integration with <u>IBM Rational DOORS</u> or <u>Esterel SCADE Suite</u>

Required for HAVELSAN use case

using <u>ReqIF</u> (Requirement Interchange Format) Standard and <u>Eclipse's Requirement</u> Management Framework (RMF)



WP7 Market



Obeo Sirius

• 200 clients and about 10000 prospects

• 60% of Obeo's revenue

MBSE

System analysis and live cycle tooling

 About 50 million euros (IBM, Siemens, Dassault System, PTC, ...)

Enterprise Architecture

• 100 million euros in France alone

9000 people certified Togaf 9 in the world

Competitors

- Reqtify, Recycle, DoorsNG
- Assets of MW: Open source, Interoperability, not only focused on requirements



WP7 KPI



	Actual	Goal
Number of users (not counting MW participants)	0	10
Number of projects using MW outcomes	0	6
Unique visitors of MW website per month	0	300



WP7 Exploitation



Release of Tarski platform (WP3) – UNIT and KOCSISTEM

- Automated analysis and dynamically configurable semantics of traceability links
- Standalone and open source https://github.com/ModelWriter/WP3

Achievement: Synchronization of EGR & FEAD designs with specifications

- Improve review process of engineering teams
- Impact analysis of design changes

Release of M2Doc – Obeo

- ModelWriter helped us to ramp-up MS Word document creation and Java API
- New product of MS word document generation M2Doc
- Future new feature for traceability using ModelWriter mapping API



WP7 Exploitation



Release of Synchronization Engine and UI – Obeo

- Synchronization engine frist version
- First implementation of GUI

Ontology consistency checking – CNRS and Airbus

- Identify and remove inconsistencies from the knownledge base
- Solution based on Airbus needs

MS Word plug-in – UNIT and HISBIM

- Enable seemless integration with ModelWriter on Eclipse platform
- GUI is almost ready
- Working on integration of Eclipse platform and MS Word plug-in with respect to ModelWriter workspace



WP7 Exploitation



Release of Component Ontology – Airbus

- partially describes the vocabulary used in the SIDP documents and database
- Improves the SIDP model developed in first semester
- Used for semantic annotation and link creation

Web based services for Turkish language support – Mantis

Highlight experience of industrial end users

- Airbus
- Havelsan
- Ford-Otosan



WP7 Dissemination



6th international ModelWriter Workshop (25 February 2015)

- Product owner review
- Integration of first release

7th international ModelWriter Workshop (6 June 2016)

- At Airbus headquarter
- Brain storming and progress presentation
- Mapping base design and sketches of GUI by Obeo

Airbus Friday TechTalk

- Demonstration of current state
- Presentation of objectives



WP7 Dissemination



MPM4CPS (Multi-paradigm Modeling for Cyber-physical Systems) Cost Action

• UNIT and AIRBUS are Management Committee Members representing Turkey and France in this COST action

The European Research Network on Software-intensive Systems-of-Systems (SiSoS)

• UNIT is a participant in the network

ITEA3-Assume project

• Ford-Otosan, Havelsan, KocSistem and UNIT participates in that project



WP7

Dissemination



ACM Applied Computing Symposium

• Paper submited and uneder review

SAT/SMT/AR Summer School

Poster presentation

VTSA Summer School

Poster presentation



WP7 Dissemination





Target developers as early adopters

• EclipseCon, SiriusCon, Eclipse Demo Camp

Move MW project to Eclipse foundation



WP7 Standardization



Modular architecture

- Open source
- API
- Definition of domain model for mapping

Used standards

- EMF based of MOF
- XMI serialization
- Standard ontology formats (owl, rdf, turtle, ...)

