Exploitation, Dissemination, Standardisation (WP7)

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Business Model Canvas - Obeo

Key Partners

Sirius Existing Users

MW Partners

eclipse

Evangelists (MBSE, Req, Wiki)

Key Activities

Communication & Events

Software Edition

Professional Services

Key Resources

- MW Engine of WP6
- Expertise on MW internals
- Listing of existing users / customers of Obeo products

Value Propositions

Dev outsourcing / expertise for
- extraction rules
- core new feature
- high quality

Better **Collaboration** between doc & model authors

Support & Maintenance
Training

Integration with SCM, ALM, Editors

Customer Relationships

1. Open Source
2. Software Editor guaranties

Channels

1. Conferences
2. Eclipse.org
3. Direct sales

Customer Segment

1. M&T Architect of Sirius community
2. System Engineers
3. Requirement Engineers
4. Enteprise Architects
5. Pre-sales

Cost Structure

1. Salaries of consultants & MW committers
2. Marketing (conferences, communication, web)
3. Commercial

Revenue Streams

1. **Professional Services** per working day (on site or remote)
2. **New features** funding
3. New option in Obeo Designer annual **support contract**
4. Obeo Designer Team **licenses** for collaborative features

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WP7
UNIT as a tool and technology provider

Integration with Siemens Teamcenter PLM visualization

- Required for Ford-Otosan used case
- Using JT Open Toolkit's C++ application programming interface for 3D product information
- ISO 14306:2012 Industrial automation systems and integration -- JT file format specification for 3D visualization

Integration with IBM Rational DOORS or Esterel SCADE Suite

- Required for Havelsan used case
- using ReqIF Standard and Eclipse's Requirement Management Framework (RMF)

WP7
Exploitation

Release of Tarski platform (WP3) – UNIT and KoçSystem

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

Achivement: 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 – 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

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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
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, …)

WP7
Industrial end user

Ford-Otosan
- TODO
- TODO

Airbus
- TODO
- TODO

Havelsan
- TODO
- TODO