



An ITEA Smart engineering project

InnoSale

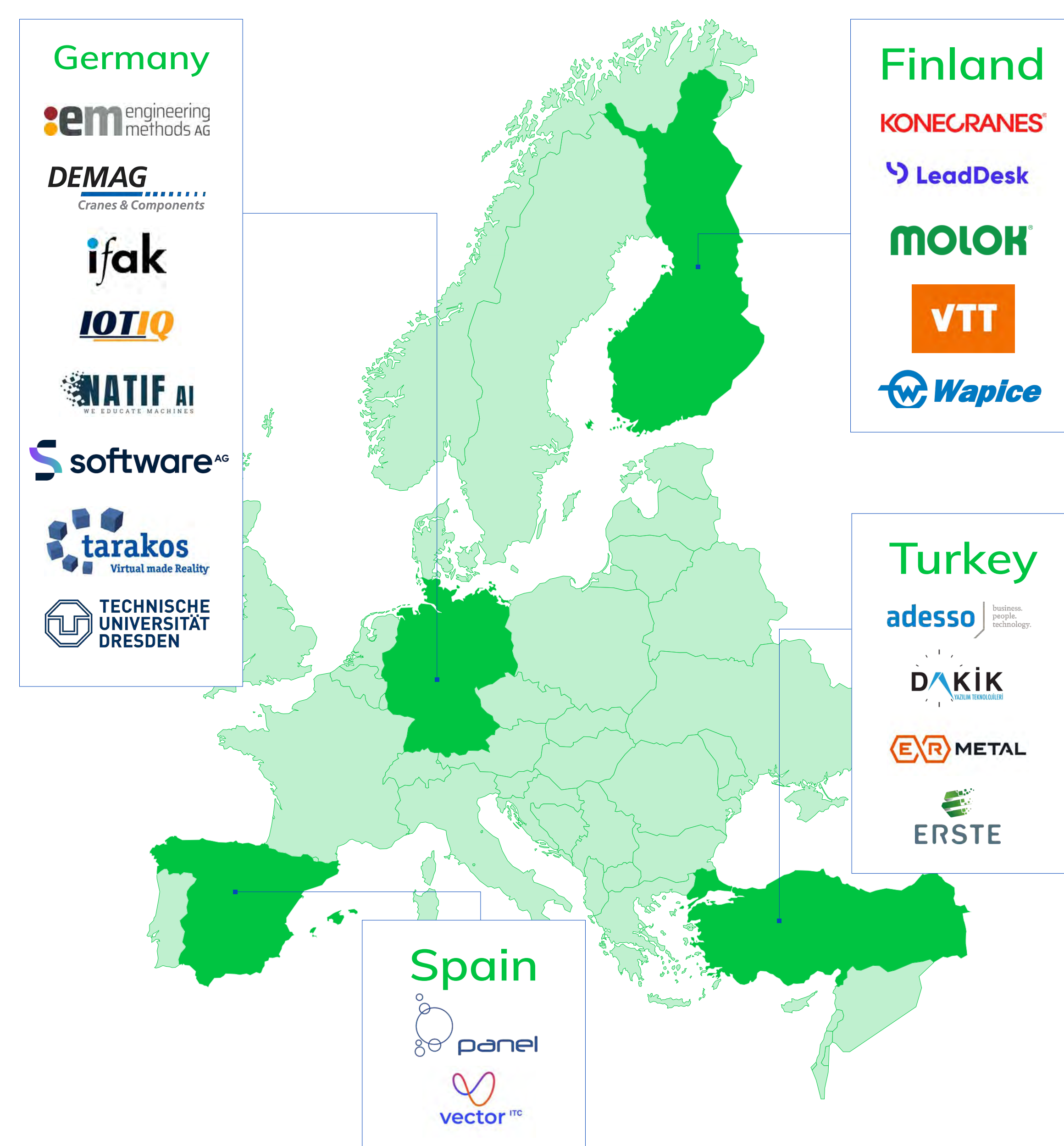


Improving the sales process for customers and engineers

Project summary

InnoSale has the potential to revolutionise the sales process for customisable industrial products and services. The development of building blocks addressing complex system configurations for sales support, such as validation rules, AI algorithms and pricing models, will not only improve the speed and accuracy of the sales process but also enhance the customer experience through personalised product recommendations and augmented reality techniques.

Consortium



Project duration

October 2021 - March 2025

Key results and Unique Advantages

- Innovate today's sales systems and processes for complex and variable industrial equipment, plants and services that require time-consuming back-office support
- Support Sales engineers in finding previous customer requests & orders and other suitable solutions quickly as well as identifying similarities between customers
- Machine Learning-based Dynamic Optimal Pricing Model using AI and fuzzy logic
- 3D Part Comparison tool for more efficient part analysis for complex products
- Integrated Speech Recognition with Whisper for improved customer interactions
- Advanced Part Similarity detection for quicker and more accurate product matching
- Price Estimation model specifically tailored for the Dice Stamping domain
- Released the first UI prototype for the Light-Lifting domain, marking a significant milestone in user interaction
- Publicly launched Datalog Reasoner Nemo on GitHub

InnoSale website



<https://www.innosale.eu/>

InnoSale video



<https://youtu.be/BvflgUoqrJQ>



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This ITEA project is supported by:



Federal Ministry
of Education
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