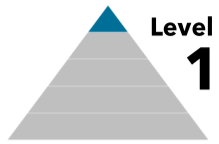
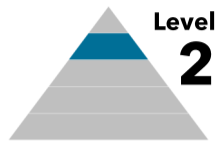
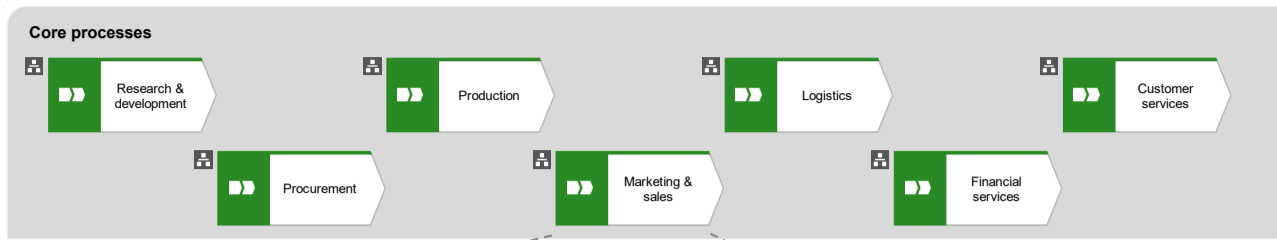


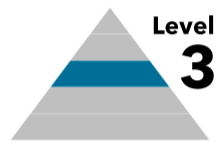
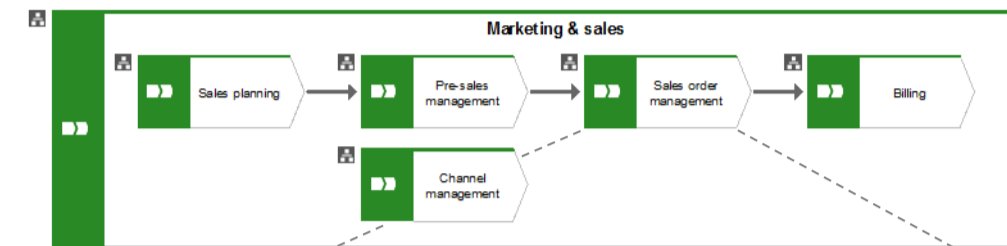
# BPMN & DMN in your ARIS Process Landscape – EXAMPLE



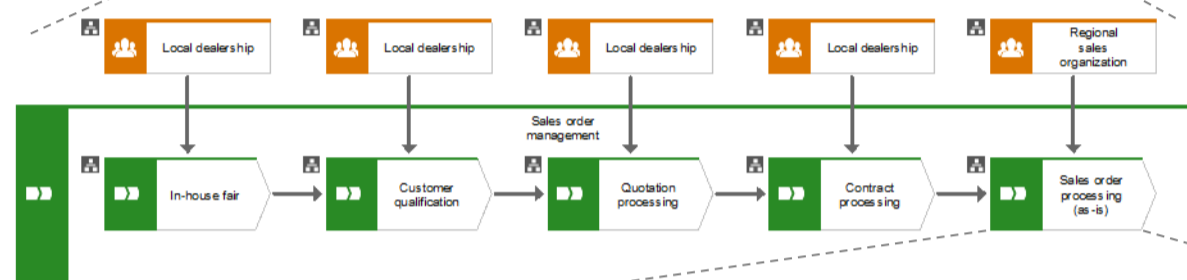
Enterprise Process Map  
(Value-added chain diagram)



Marketing & sales  
(Value-added chain diagram)



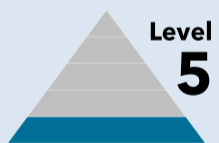
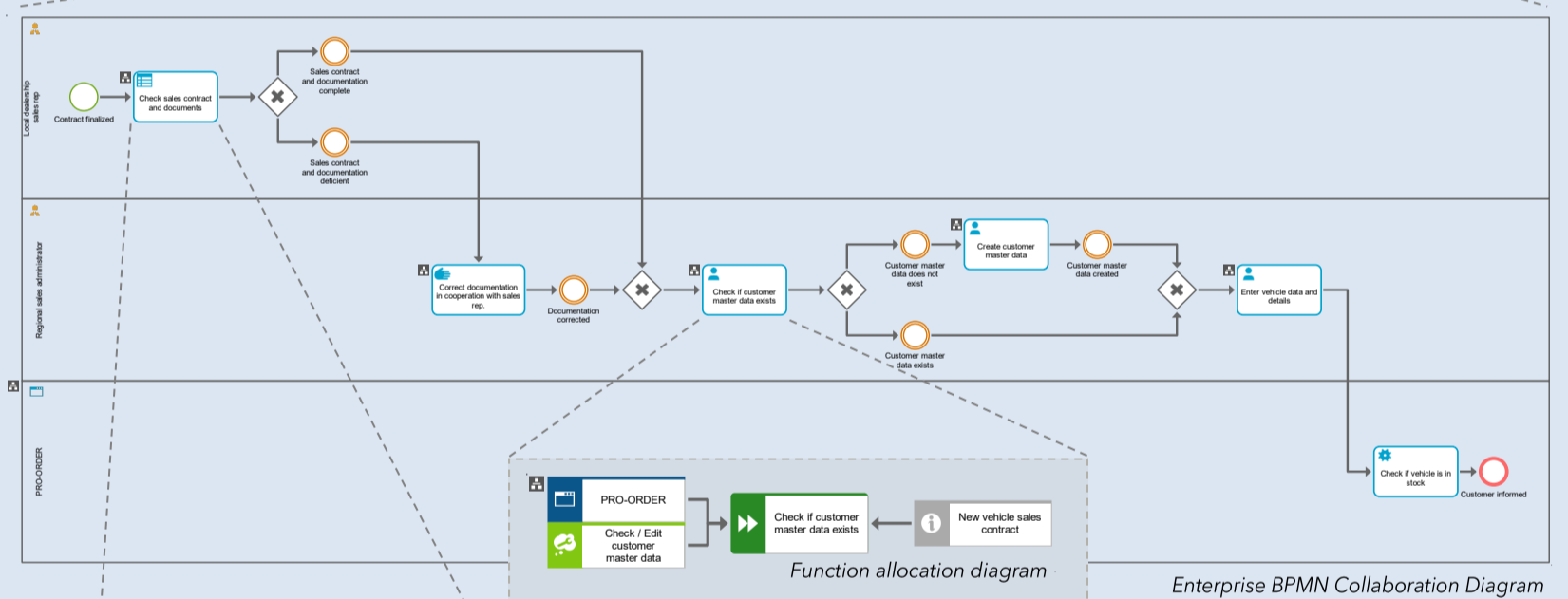
Sales order management  
(Value-added chain diagram)



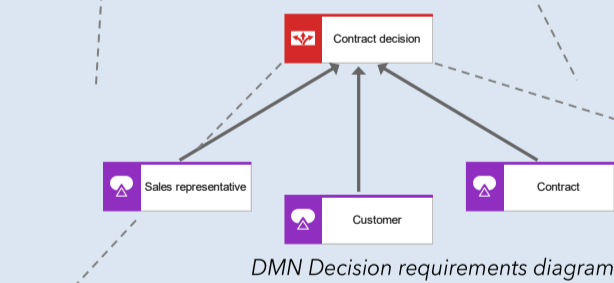
Sales order processing  
(E-/BPMN2.0)  
Correct documentation  
(Function allocation diagram)



Scenario Planning /  
Predictive Simulation



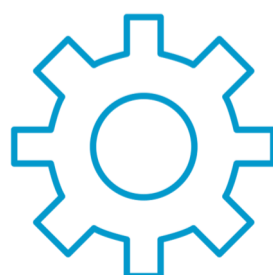
Check sales contract  
(DMN1.2)



| U | Input                               | Output                 | Annotations            |                 |  |  |
|---|-------------------------------------|------------------------|------------------------|-----------------|--|--|
|   | Sales Rep Unit                      | Customer Data Complete | Contract discount rate | Contract volume | Contract decision                                | Remark   |
| 1 | "Board", "Direct", "Enterprise ..." | True, False            | [0..100]               | >= 0            | "Sales contract and documentation complete", ... |  |
| 2 | "Board"                             | True                   | > 0                    | > 0             | "Sales contract and documentation complete"      | Board decision   |
| 3 | "Direct"                            | True                   | <= 20                  | <= 500.000      | "Sales contract and documentation complete"      | Direct Sales only for contracts with volume lower than 500k and a max. 50% discount. |
| 4 | "Enterprise Account Executive"      | True                   | <= 50                  |                 | "Sales contract and documentation complete"      | Enterprise Account Executive can sell everything with a max. of 50% discount.        |
| 5 | "Direct"                            | False                  | > 20                   |                 | "Sales contract and documentation deficient"     | Contract data missing  |
| 6 | "Enterprise Account Executive"      |                        | > 50                   |                 | "Board approval required"                        | Too high discount for Direct Sales   |
|   |                                     |                        |                        |                 | "Board approval required"                        | Too high discount for Enterprise Account Executive                                   |

DMN Decision table

**Export**  
BPMN 2.0, DMN 1.2, XPDL



**Import & Update**  
BPMN 2.0, DMN 1.2, XPDL

Workflow **Implementation**  
& **Execution** Engine

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