



World's Most Customer-Centric IoT Platform For Retailers and CPGs



ABOUT US

Vision IOT Inc. was established with the vision to connect the world's premier CPG and Retail firms to millions of in-store assets increasing sales, productivity, and improving customer relationships by providing them with timely, precise and consistent data and insights via our Connected Assets solution.



Over 1.7 Million Connected Assets in 40 countries



Global TCCC Partner, rated highest amongst 5 other vendors by KO SITC



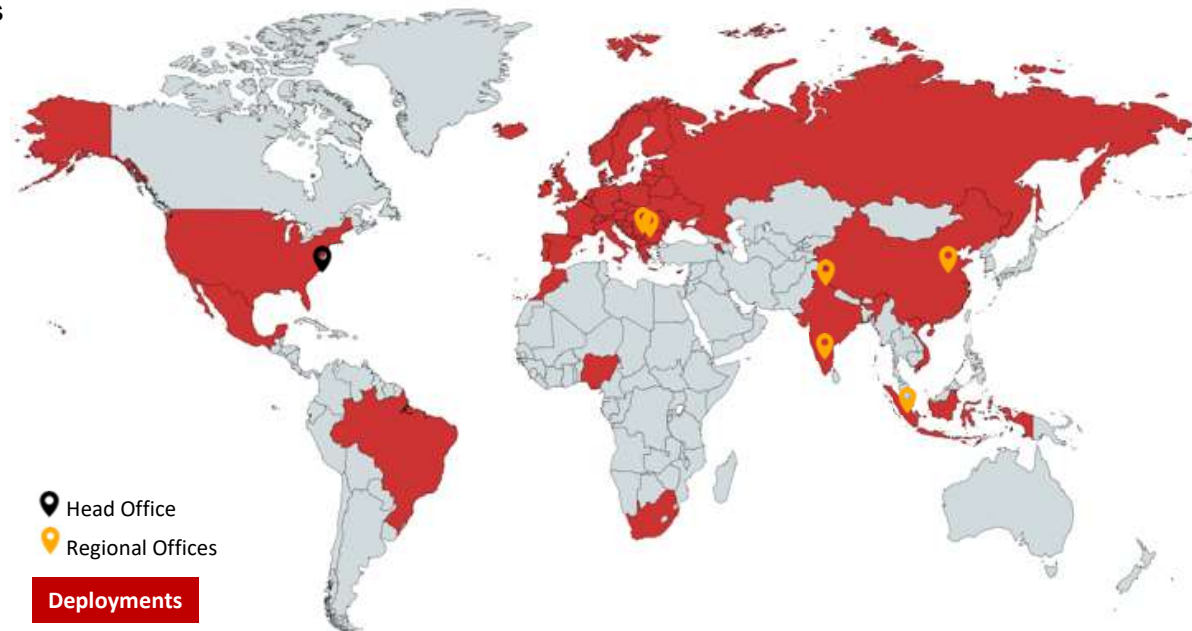
Headquartered in the US with offices in India, China, Bulgaria and Brazil



Serving Some of the Largest Beverage and Beer brands across the globe.



Partnership with leading IOT hardware suppliers





PARTNERS & CUSTOMERS



The only Retail IOT and AI platform scaled across multiple Brands and Hardware vendors

- Adopted
- Proven
- Flexible
- Secure
- Integrated

Hardware Partners

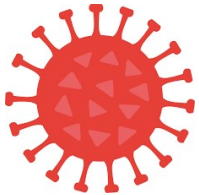


Customers





THE RETAIL/CPG SPACE IS CHANGING RAPIDLY

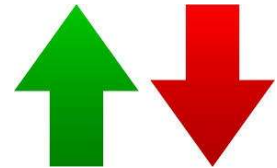


COVID IMPACT

- In addition to the cost factor, companies no longer want to send reps out in the field due to safety concerns

DATA FIRST

- CPGs and Retailers who are making use of their data are far outperforming those who don't (e.g. Starbucks vs. Campbells Soup)



DIRECT END CUSTOMER RELATIONSHIPS

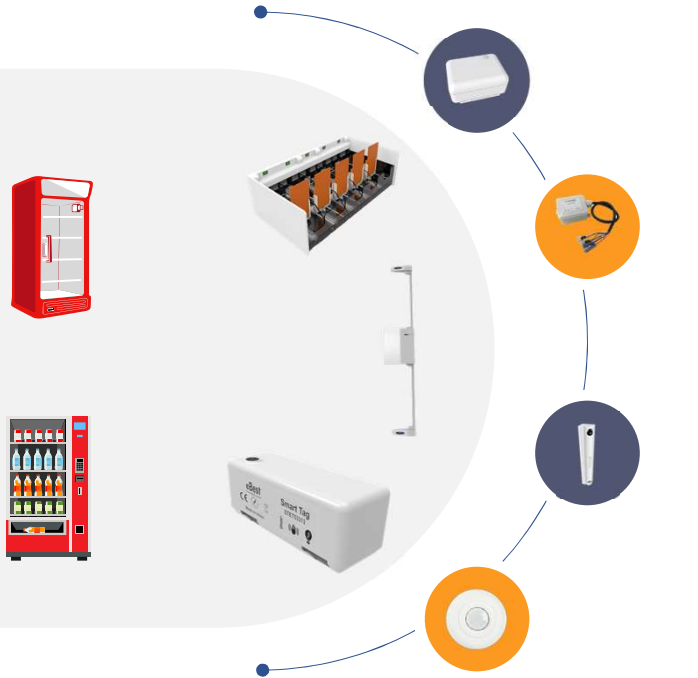
- Companies that are unable to maintain a direct relationship with their end customers are being outperformed by those who do (Netflix vs. Paramount)

INCREASED PERSONNEL COSTS

- Average cost of a store visit for a CPG brand in developed countries is \$75 USD
- Larger outlets are often visited every day or every other day



OFFERING



ASSETS
Coolers,
Vending &
Shelves

IOT HARDWARE
Connects Assets to Cloud leveraging
IOT Sensors, Cameras & Controllers, Industry
Leading Functionality & Lowest Cost

HARBOR IOT CLOUD
Hardware Agnostic, fully integrated, Scalable & Secure
cloud platform that ingests, and **Analyses Data** to provide
business insights, prescriptive analytics & Alerts

MOBILE APPS
Mobile Application Ecosystem enabling Sales
Teams with **recommendations** and mechanism
to engage with Consumers

SaaS



IOT PLATFORM VENDOR SCORECARD

Recommended Platform by Coca-Cola Global Systems IT Council

Capabilities	Harbor IoT Platform	Device OEM	Telecom Operators	Cloud PaaS Providers
Monthly subscription cost	Low	Low	High	Lowest
Advanced technical diagnostics capabilities	Yes	Yes	Not known	Can be built
Retail Execution Domain Knowledge	Yes	Limited	None	Depends on partner
Additional customization/development costs	Lowest	Low	High	Very High
Hardware Agnostic	Yes. It is proven	No	No	Can be built
Advance value drivers (OOS, Planogram Compliance)	Yes	No	No	Can be built
Integration with ERP's, Retail execution apps and enterprise security/ architecture	Yes. It is proven	Maybe, but not proven	Maybe, but not proven	Can be built
Proven Scale	Yes. It is proven	No	Yes. It is proven	Yes
Consumer engagement	Yes. It is proven	Not known	Not known	Can be built

MEDIA

Coca-Cola



BIG



BIG Vietnam



Connected Coolers: How the 'Internet of Things' is Powering Coke's Fleet of Cold Drink Equipment



Smart Coolers: Doing a lot more than just keeping your favorite drink cool



Intelligent Equipment: Global Connected Coolers



The Coca-Cola Co uses Internet of Things to connect coolers in US

Atos



Atos Turning Cooler Data into Valuable Business Insights



Stay cool and connected



Connected Cooler Services



CUSTOMER ROI

CCH Realized a 7-Month Payback Period:

Coca-Cola Hellenic Value Realized:

Business benefit


Smart Tag




Beacon




Sensor

 Transaction growth

+1 per day

 Increased productivity

- 1 min per visit

 Loss reduction

1% Coolers

ROI

7 months



- 40% - Of App User Reached By Push Notification
- 24% - Conversion 1 Out of 4 Messages Lead To Transactions
- +48 – Transaction per Beacon/Year



- 20% Cooler Identified for Efficiency Improvement
- 16% - Confirmed by Commercial Team for Replacement
- +3.2% - Incremental transactions per Cooler



- 71 Minutes – Monthly Increased BD Productivity
- +4 Days – Selling Days Per Year
- Verified Route Compliance

COCA-COLA HELLENIC (500K Devices) - EUROPE



Project Summary

Pilot - Q4 2016 – Q3 2017

- 10,000 devices across four countries
- o Solution Deployed - Beacons, Proximity, Proximity with Camera, Always ON & Always ON Camera
- o Device Installation – Local CDE team using Vision IoT Installation Application (iOS)
- o Proximity Data Collection – Virtual Hub integrated with Installation App for iPad
- o Data Visualization – Dashboard Portal and Power User portal

Rollout across 28 Countries

- o CCH on path to connect 100% of their asset fleet (1.8 MM coolers)
- o Full integration with SAP Masterdata – more than 5 million Outlets and 1.8 million equipment's synchronized and updated on daily basis from CCH SAP to Vision IOT system
- o Device Installation – Factory installed as well as local country team
- o Integration of Contactless Asset Scanning in IFSA

Environment

Business Value

Deliverables

Different countries demonstrated different environment across

- o Labour cost
- o Asset Theft
- o Solution requirements

- o Asset Tracking using GPS
- o Measuring Cooler OOS
- o Efficient Measurement and Tracking of RED score using IR on images collected through Vision
- o Measuring Planogram Compliance through IR

- o Cooler performance and productivity tracking
- o Alerts based on user defined thresholds
- o Cooler Health Tracking
- o Asset Tracking using GPS
- o Unauthorized Movement
- o OOS Measurement
- o RED score
- o Planogram Compliance Measurement

Coca-Cola Hellenic is implementing solution with Different Business Value to evaluate Deliverables across different Environments and Geographies



Project Highlights

- o Tracking door openings, temperature and light
- o Tracking power status via Proximity In-Built devices
- o Measuring OOS, Cooler Purity and Planogram Compliance
- o Measuring RED score
- o Mapping of Cooler utilization trend
- o Tracking of cooler movement
- o Generation of alerts based on defined thresholds
- o Large scale deployments and installation



Current Status

- o Total 500 000 Smart Tags & Connected Controllers installed devices across 28 Countries
- o Integration of Data Download and Device management capabilities in IFSA - Complete
- o Azure Data Lake Project to transfer all telemetry data to CCH BW - Complete
- o Third Party Consumer Engagement

SWIRE BEVERAGES (900K Devices) - CHINA



Project Summary

Pilot

- POC Phase – POC showed positive ROI across two provinces, Hangzhou and Zhengzhou
- Installation using Vision IoT Installation application
- Data collection using Vision IoT VH application

Rollout

- Swire on path to connect 100% of their asset fleet (1 MM coolers)
- Device Installation – Large scale retrofit made possible via simple to use installation application allowing for installation by non-technical personnel in 2 minutes
- Proximity Data Collection – Virtual Hub integrated with MSFA app for data collection
- Data Visualization – Dashboard Portal and Power User portal

Environment

Different provinces (Ex CBL/Ex BIG/Legacy) demonstrated different environment across

- Asset Scanning
- Cooler productivity



Business Value

- Contactless Asset Tracking
- Cooler Health Monitoring
- Cooler Productivity
- iBeacon Technology for Consumer Engagement
- Predictive Maintenance - Optimal cooler conditions and Predictive scheduled check-up
- Data Trend Analysis - How cooler telemetric impact Sales

Deliverables

- Alerts based on user defined thresholds
- Cooler Health Tracking
- SDK for data download
- SDK for asset tracking
- SDK for association
- Dashboards and Reports

Swire Beverages is implementing solution with some core Business Value to evaluate Deliverables across different Environments in Mainland China

Project Highlights

- Active tracking of cooler temperature and light status
- Mapping of Cooler utilization trend by day, week, day of week and month
- Generation of alerts based on defined thresholds
- Using the MSFA application to perform Contactless Asset scanning

Current Status & Impact

- 900000 units deployed across 13 bottlers
- Cloud and Application – Migration to Azure IOT China Instance is complete
- MSFA integration – Contactless Asset Scanning – Completed by Swire
- Monthly increase of each Sales Rep productivity saved from scanning time – 70.5 mins
- Reduction in CAPEX due to increase in cooler productivity – 15%



RETAIL USE CASE: COSTA COFFEE



Costa Coffee is a British coffee shop chain with 3,883 shops selling: Hot drinks – coffees, teas and hot chocolates; Cold drinks – including Frostino and fruit coolers; Savory snacks - including sandwiches and breakfast items; Sweet snacks - including chocolate bars and wafers; Cakes and breads - including biscuits, brownies and croissants; and reusable cups

✓ Outlet Conditions

- Est. **5+ labor hours per day per store** spent on Manual Temperature Tracking (10 mins X 8 coolers X every 3 hours)
- Food Loss after 30 mins above 8°
- Liability for food safety and potential incomplete logs

⚙️ Solution Use Cases

- Digitize and automate tracking of temperature in Fridges and Freezers
- 100% log accuracy available 24/7 to ensure a digitized compliance process
- Preemptive Alerts as soon as cooler temperature begins to change

🏆 “Size of the Prize”

- £100,000+ per month in recovered losses, increased sales
- Automated and unattended adherence to the compliance process
- Food safety liability related to refrigeration eliminated



PARTNERSHIP WITH MICROSOFT



Microsoft is Vision IoT strategic partner Joint development with Microsoft

- Microsoft have funding initial development of our Platform
- Microsoft Architects are involved in every strategic technology decision



Joint sales with Microsoft

- Sell through Azure Marketplace
- Innovation workshops for our key customers



Joint delivery

- Connected Retail Platform is entirely based on the Azure PaaS services
- Microsoft is providing Gold Support

PLATFORM – ALERTS CAPABILITY

- Multiple Alert types are available and customizable with thresholds which can vary depending on equipment and use case.
- Example of the available Alert data:
 - Active Alert Priority
 - Alert Type
 - Alert Text/Description
 - Alert Status
 - Alert Created time
 - Alert Close time
 - Alert Age
- Exportable report to show the status
- Map View
- Alerts can be sent via REST API to external platforms and applications

							Show Closed
							YES <input checked="" type="checkbox"/>
	Alert Type	Description	Status	Alert At	Closed On	Alert Age	
	Cooler Malfunction	Cooler is offline for an Hour EventTime : 6/14/2016 3:50:01 PM	Closed	6/14/2016 15:50:01	6/15/2016 16:20:01	1 days	
	Temperature Alert	Cooler Temperature is 15.30, Threshold defined = 7 degree celsius	Closed	6/23/2016 18:30:01	6/24/2016 16:19:00	21h 48m	
	Temperature Alert	Cooler Temperature is 8.10, Threshold defined = 7 degree celsius	Closed	6/12/2016 14:10:01	6/23/2016 19:30:30	11 days	
	Cooler Malfunction	Cooler is offline for an Hour EventTime : 7/3/2016 9:00:01 PM	Closed	7/3/2016 21:00:01	7/3/2016 23:40:01	2h 40m	
	Temperature Alert	Cooler Temperature is 13.90, Threshold defined = 7 degree celsius	New	6/24/2016 14:30:05	-	35 days	
	Purity Alert	Current Purity Percentage is 57% -Threshold of 100%	New	7/14/2016 09:53:45	-	15 days	
	Stock Alert	Current Stock Percentage is 0% - below threshold of 95%	New	7/14/2016 09:53:45	-	15 days	

Showing 1 to 7 of 7 entries

Previous **1** Next



Smart Tag

SMART TAG



Compact Design 62 mm x 22.6 mm x 23.2 mm



Retrofit Design - Less than 2 minute in field install time



Rugged Design, with IP67 Protection



Easy toolless Installation with snap fit mounting bracket



BLE Proximity communication & Bluetooth Beacon (iBeacon, Eddystone)



Multiple Optional Sensors (Temperature, Humidity, Light, Door)



Advance power management, 7 Years Battery Life



Indoor positioning to one meter accuracy using dedicated gateways



More than 2 months of Internal Storage



Contactless asset tracking



Lower upfront investment



Sales Rep / Employee visit tracking / confirmation



Reduced CAPEX due to efficient cooler placement



Monitoring Asset Health and Usage (Temperature, Light, Door)



Supports consumer engagement applications (Proximity push notifications, digital coupons etc.)

SMART TAG DOUBLE DOOR



Compact Design 62 mm x 22.6 mm x 23.2 mm



Retrofit Design - Less than 2 minute in field install time



Rugged Design, with IP67 Protection



Easy toolless Installation with snap fit mounting bracket



BLE Proximity communication & Bluetooth Beacon (iBeacon, Eddystone)



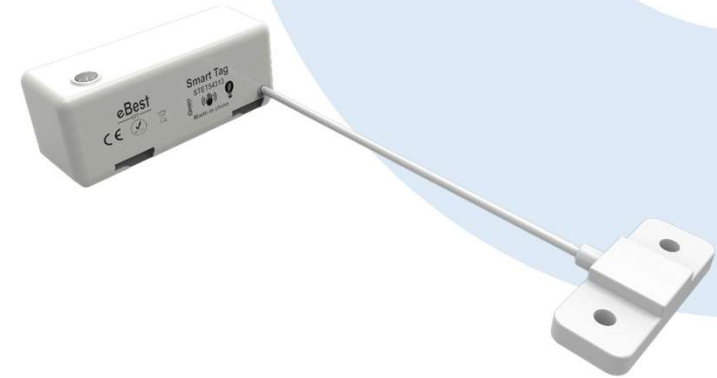
Multiple Optional Sensors (Temperature, Humidity, Light, 2 Door sensors)



Advance power management, 7 Years Battery Life



Indoor positioning to one meter accuracy using dedicated gateways



Contactless asset tracking



Lower upfront investment



Sales Rep / Employee visit tracking / confirmation



Reduced CAPEX due to efficient cooler placement













Monitoring Asset Health and Usage (Temperature, Light, Door)



Supports consumer engagement applications (Proximity push notifications, digital coupons etc.)






SMART TAG ALWAYS ON

-  Compact Design 64 mm x 61 mm x 34.40 mm
-  Rugged Design, with IP67 Protection
-  Easy toolless Installation with snap fit mounting bracket
-  Bluetooth Beacon (BLE, iBeacon, Eddystone)
-  Always-Connected, multiple connectivity options, GPRS, NB-IoT, LTE CAT-M1
-  Multiple Optional Sensors (Temperature, Humidity, Light, Door)
-  Advance power management, 7 Years Battery Life and 250 GSM Transmissions
-  Realtime Location using Cell Triangulation
-  Indoor positioning
-  Replaceable Battery

Smart TagAON Specification:

- Battery : 3.7V 7000mAH (Non-Rechargeable)
- BLE 4.0, 4.1 and 5.0 compatible
- 2G GSM with Internal Antenna
- WiFi- sniffing
- Accelerometer , Flash
- Door Sensor (Internal)
- Temperature Sensor (Internal)
- Light Sensor (Internal)













-  All Features of Smart Tag
-  Remote Asset location helps locate lost , stolen or misplaced assets
-  Real time and remote visibility into asset health, performance and location
-  Can Collect Data from Smart Vision Cameras, Stock Sensors, and other BLE enables Controllers and devices.
-  Real time Alerts



Smart Gateway

SMART HUB

-  Compact Design 80 mm x 54 mm x 35 mm
-  Rugged Design, with IP67 Protection
-  Need to be powered by the asset.
-  Bluetooth Beacon (BLE, iBeacon, Eddystone)
-  Always-Connected, multiple connectivity options, GPRS, NB-IOT, LTE CAT-M1
-  Multiple Optional Sensors (Temperature, Humidity, Light, Door)
-  Advance power management, 90 Days (100 Transmissions) battery backup
-  Realtime Location using Cell Triangulation or optional GPS
-  Indoor positioning
-  Add on sensors to measure cooler health, productivity & GPS for tracking location






Accommodate this information

Smart HUB-3G

- Size : 80x54x35mm
- Input AC Supply : 85 ~ 264VAC 50Hz
- BLE 4.0, 4.1 and 5.0 compatible
- 2G GSM with Internal Antenna | LTE 4G Cat1 OR Cat M1 Network with 2G fallback support
- Battery : 3.7V / 400mAH (Rechargeable)
- Accelerometer
- Flash
- EEPROM
- GPS- RS232 (External Interface - Optional)

Certification : CE / IEC60950- Safety / IP64



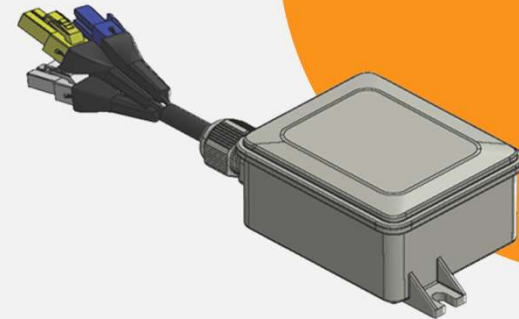
-  Smart Hub acts as a gateway which connects to multiple BLE devices within proximity
-  Remote Asset location helps locate lost, stolen or misplaced assets
-  Real time and remote visibility into asset health, performance and location
-  Multiple variations for hardware – Addon sensors, multiple connectivity options Battery based wireless gateway,
-  Real time Alerts, Buzzer Option



SMART HUB VARIANTS



Smart Hub with GPS Antenna.
Supports various connectivity
options including **LTE 4G
Cat1 OR Cat M1 Network
with 2G fallback support**



Smart Hub with inbuilt capabilities
to connect external sensor like as
temperature, Magnetic door switch,
Humidity, Light sensor, GPS etc. It
can be installed in both Single Door
and Double Door coolers



Smart Vision

SMART VISION



Compact Design 600mm X 29.40mm X 27.80mm



Rugged Design, with IP67 Protection



Retrofit Design - Less than 10 minute in field install time



Bluetooth Beacon
(BLE, iBeacon, Eddystone)



Always-Connected, multiple connectivity options



Multiple Sensors (Temperature, Light, Door)



Advance power management, approx. 4 year battery life*



Realtime Location using Cell Triangulation



Two cameras to capture cooler facings



Automated over the air firmware updates issued via remote commands configured in the backend

- Size: 600mm X 29.40mm X 27.80mm
- Battery : 3.6V/ 7000mAh (1S2P Battery)
- BLE 4.0, 4.1 and 5.0 compatible
- Resolution: 5 MP camera
- Accelerometer
- Gyroscope
- Flash , Humidity sensor (Optional)
- Door Sensor (Internal)
- Temperature Sensor (Internal)
- Light Sensor (Internal)



All Features of Smart Tag



Measure cooler productivity for efficient placement and reduced CAPEX



Monitor inventory with Remote and unattended on Shelf availability, out of stock alerts, Planogram and Purity compliance



Save BD's time in outlet with contactless asset scanning



Real time Alerts



Reduced visit to outlet with remote monitoring results in safer workforce during pandemic



T-Mobile 12:23 AM 75%
 IMBERA_G319_1D SmartVisionV6R3
 111140201323-111140201323-9M1402038

Last updated on 2018-05-01 18:14



PLANOGRAM

REALOGRAM

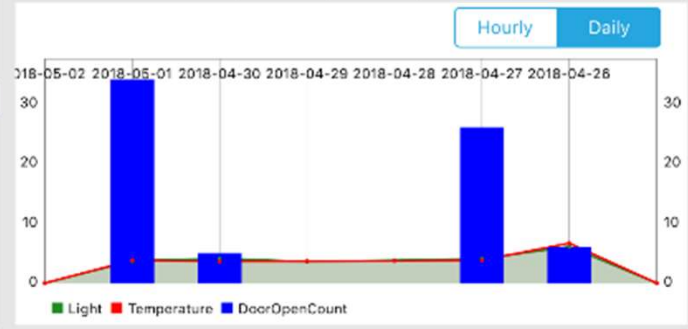
OUT OF STOCK

Sprite Zero Can	Diet Coke 500	122 CN BP MELL...
2018/05/01 18:14	2018/05/01 18:14	2018/05/01 18:14

	Current	19:00	18:00	17:00	16:00	15:00
0	2	8	0	0	0	
In range	●	●	●	●	●	
HIGH	●	●	●	●	●	
Planogram	72%	●	●	●	●	
Frontal Stock	72%	●	●	●	●	
Purity	100%	●	●	●	●	

RED Elements

Realogram SKU	8	9	13	13	13	13
#/% OSA SKU	3/27%	2/18%	0/0%	0/0%	0/0%	0/0%
Realogram Facing	28/71%	30/76%	38/97%	38/97%	38/97%	38/97%
#/% Bottler-Products	28/71%	30/76%	35/89%	35/89%	35/89%	35/89%
#/% Foreign	0/0%	0/0%	3/7%	3/7%	3/7%	3/7%
#/% Empty	10/25%	8/20%	0/0%	0/0%	0/0%	0/0%
#/% Non Compliant	0/0%	0/0%	3/7%	3/7%	3/7%	3/7%
# NCB	1	1	1	1	1	1
# SSD	6	7	8	8	8	8



Back

Switch To Chart Screen

ACTIVE ALERTS

- Out of stock.
 SPRITE ZERO 330ML CAN
- Out of stock.
 MELLO YELLO330ML CAN
- Out of stock.
 DIET COKE 330ML CAN
- Low Stock warning
 77% ONLY

STOCK SENSOR



Rugged Design, with IP67 Protection



Retrofit Design - Less than 5 minute in field install time



Bluetooth Beacon
(BLE, iBeacon, Eddystone)



Always-Connected, multiple connectivity options



Expandable Design to accommodate multiple sensors



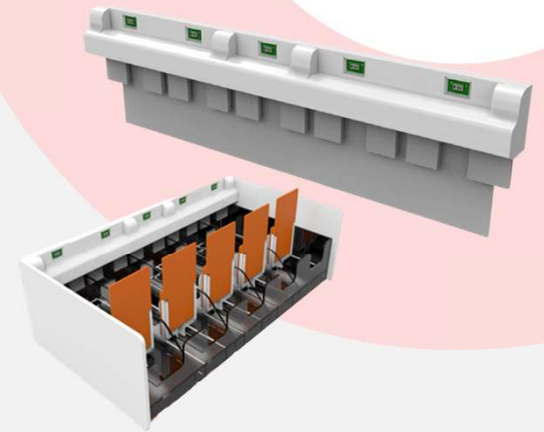
Battery Powered



Automated over the air firmware updates issued via remote commands configured in the backend

Stock Sensor Specification:

- BLE 4.0, 4.1 and 5.0 compatible
- Battery : 3.6V / 3200mAH (Non-Rechargeable)
- User Replaceable Battery
- 5 IR sensor
- Range: 20cm



Reduce Out of Stock Duration



Wireless and Remote Data Upload



Remote & Automated on Shelf Availability & Out Of Stocks



Suitable for Multiple industries like CPG, Pharma etc.



Automated and Actionable Alerts



Remote Inventory & Ordering



Advanced Analytics for Intelligent Retail



Minimize Sales Loss

COOLER PRODUCTIVITY OVERVIEW

Sales org., Sales group, Sales office, Territory

All

1/2/2020

11/30/2020

29.25

AVG Door o...

9

TargetDoor

20

Door gap

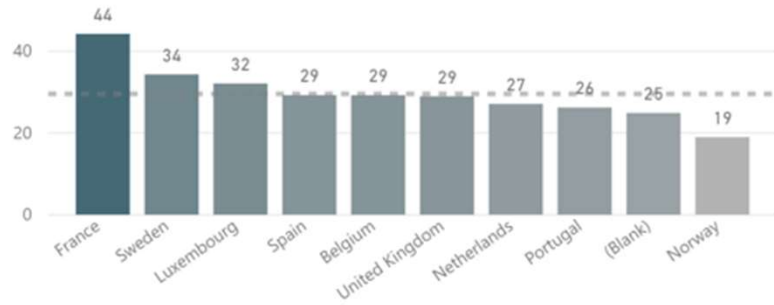
#Connected coolers

#Active outlets

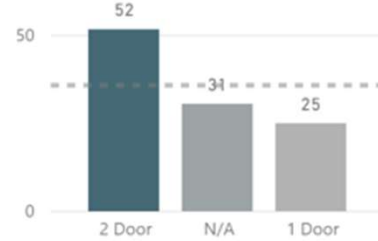
#Total connected coolers

#Total active outlets

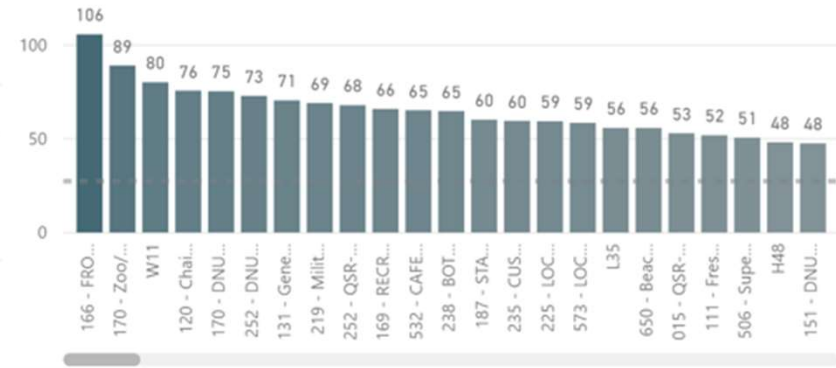
AVG Door openings by Country



AVG Door openings by Capacity

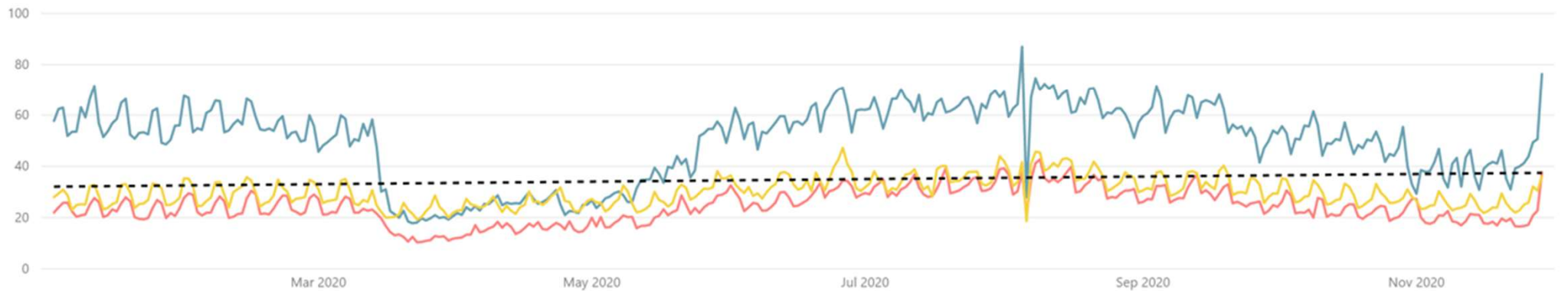


AVG Door openings by TradeChannel



AVG Door openings by EventDate and Capacity

Capacity ● 1 Door ● 2 Door ● N/A



ALERTS OVERVIEW

1545

#Alerts

1197

#Closed alerts

1545

#Alerts

311

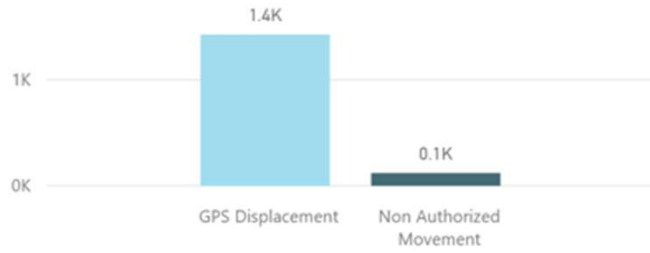
#Active alerts

#Total connected coolers

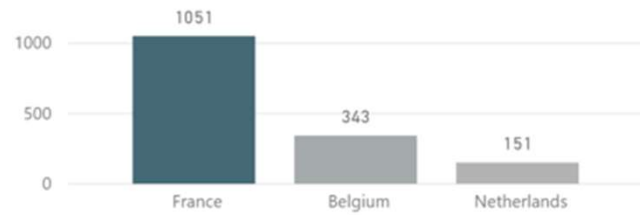
#Total connected coolers

#Total active outlets

#Alerts by AlertType



#Alerts by Country



Sales org., Sales group, Sales office, Territory

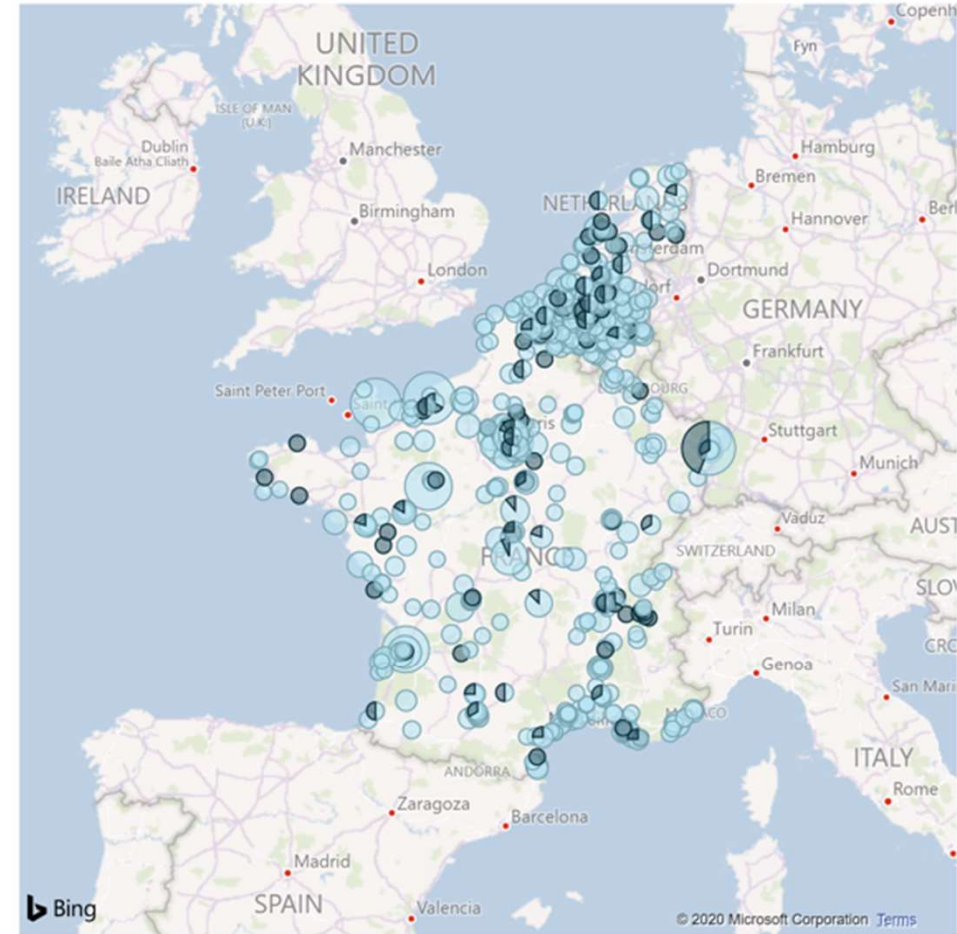
Multiple selections

11/7/2020

11/30/2020

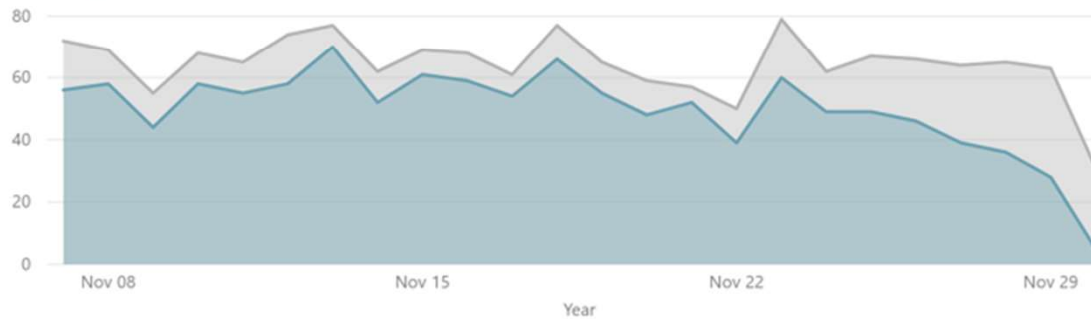
#Alerts and First Outlet name by AlertType, Latitude and Longitude

AlertType ● GPS Displacement ● Non Authorized Movement



#Alerts and #Closed alerts by Year, Quarter, Month and Day

● #Alerts ● #Closed alerts





Outlet 360

Outlet name	Code	Country	City	TradeChannel
025 -		Silver	True	
Sub trade channel	Territory	Classification	Is key location?	

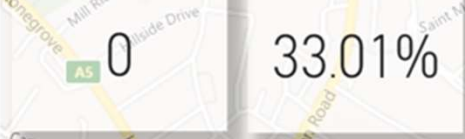
3/24/2020 11/30/2020



#AVG Door openings and Out AVG Temperature by and L



#Active alerts by Sur...



MAX temp by Survey...



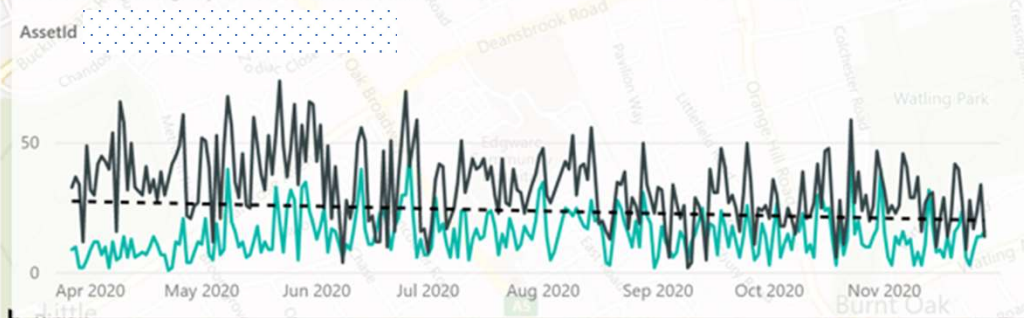
Coolers

AssetId	Asset type	Capacity	Latest EventDate	AVG Door openings	AVG Temperature
17004244 - IC00L900	LOW CHARGE	N/A	30/11/2020	14.74	5.94
17004244 - IC00L900	LOW CHARGE	N/A	30/11/2020	33.25	6.26
Total			30/11/2020	23.98	6.10

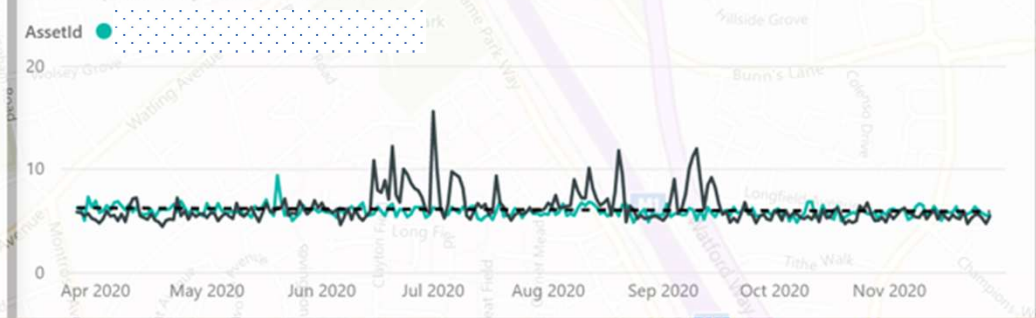
Alerts

Alert at	Description	IsActive
26/11/2020	Latitude : Longitude : Event Time : 11/26/2020 8:27:24 PM	1
Total		1

AVG Door openings by EventDate and AssetId



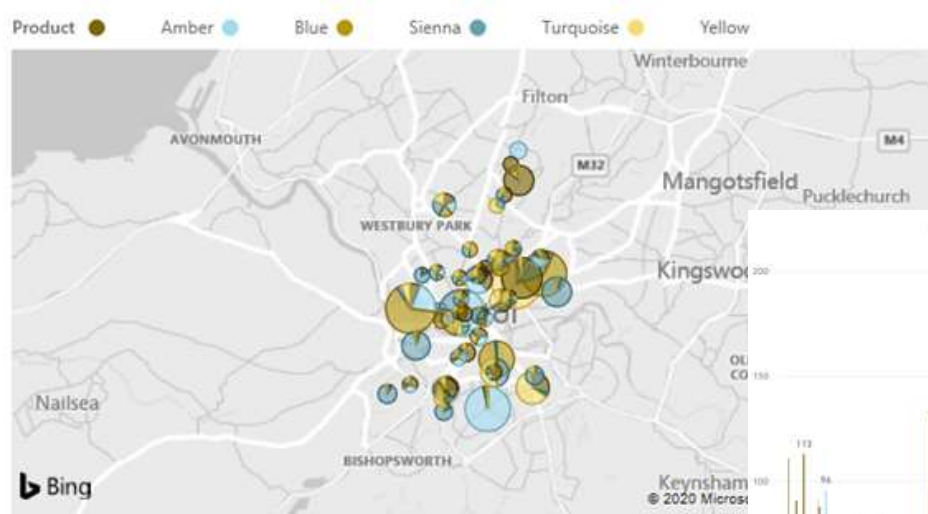
AVG Temperature by EventDate and AssetId



OUT OF STOCK EVENTS

15125 OoS Events
1 Selected cities
64 Selected outlets

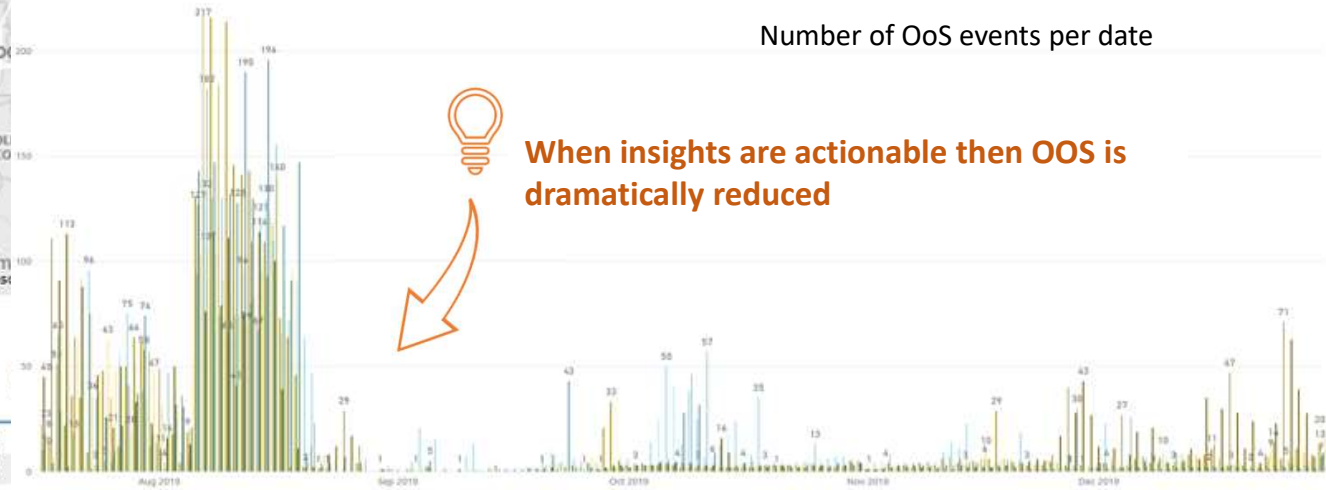
City:
 Outlet:
 Product:
 7/17/2019



Number of OoS events per date


When insights are actionable then OOS is dramatically reduced

City	HEETS Amber	HEETS Blue	HEETS Sienna	HEETS Turquoise
Bristol	3087	2979	3487	3010
Ali's Off Licence_BS6 5LR	57	20	40	90
Amilo_BS1 4UL	11		1	5
Arooma_BS4 1LZ	3	1187	15	15
Ashley news two_BS1 3qd	195	175	3	119
Ashton News_BS3 2PX	9	1	2	141
Bargain Booze_BS7 OBE		93		
Bedminster Rd 8	144	37	73	12
Total	3087	2979	3487	3010





Contact Us

www.visioniot.com

mail@visioniot.com

rishabh@visioniot.com