Embracing the Power of Artificial Intelligence

HIVERY + Coca-Cola
Good Morning!
Data has a better idea
The Intelligent Revolution is upon us
AI can already beat many experts
So what is Artificial Intelligence?

computer systems able to perform tasks normally requiring human intelligence
“90% of world's data generated over last two years”
“Companies only leverage 12% of their data”
Enormous datasets make it virtually impossible to process with conventional technology.
AI can already beat many experts...

...But AI + experts can do amazing things
Augmenting (not replacing) human decision making
This is a MASSIVE Opportunity

Personalization

Anticipate & Meet Customer Needs
Today we will de-code this opportunity with you. Increase Revenue 
Decrease Costs
Some food for thought…

Investment in AI and Human-machine collaboration could boost revenues 51%!

**THE OPPORTUNITY IS BIG**

If you are not planning for this now, your competitors are

![Bar chart showing change in employment and revenues across different industries.](chart)

Accenture: 2018 Reworking the revolution future workforce
How does it feel to be standing here?
WE LIVE IN EXPONENTIAL TIMES

https://app.studionow.com/#/watchpage/77b0a8f8-3727-47d3-812d-58a813133c73
Connecting AI to the Business…

CCNA IT AI
CCNA IT Approach to AI

AI Core Technologies
Render new insights, transform decision making and drive improved business outcomes

Leading CCNA AI Initiatives

- Robotic Processing
  Support, Finance, etc.
- Natural-Language Processing, Speech Recognition & Text to Speech
  e.g. Alexa or Siri
- Computer Vision
  e.g. FaceID
- Machine Learning, Deep Learning and Neural Networks
  e.g. Amazon/Netflix
- Machine Reasoning, Decision Making and Algorithms
  e.g. Google PageRank
- Business Analytics and Data Science
  e.g. Watson Insight

Robots and Sensors
- e.g. Smart Home

Chatbots
Service, TI&S

MyCoke.com
Alexa Integration

Sip & Scan

Code Scan
Under the cap & on package

Intelligent
Service

Freestyle
Predictive Maintenance

Data Fabric

- Robots and Sensors
- Natural-Language Processing, Speech Recognition & Text to Speech
- Computer Vision
- Machine Learning, Deep Learning and Neural Networks
- Machine Reasoning, Decision Making and Algorithms
- Business Analytics and Data Science

AI Core Technologies
Render new insights, transform decision making and drive improved business outcomes

- Live
- POC
- Plan
We help businesses make the best possible decision. Every time.
Decision making, the human way
Decision making, the **HIVERY** way

- **Descriptive**
  - What has happened?
  - Human effort

- **Predictive**
  - What might happen?
  - Human effort

- **Prescriptive**
  - What should happen?

- **Business action**

**HIVERY**
HIVERY takes you into the future of decision making
Using our proprietary AI platform
Built on cross-domain expert knowledge
HIVERY’s Vending Analytics provides the AI decision for Right **assortment** Right **space** Right **price**
What is Vending Analytics?

OVERVIEW:

- User friendly cloud based AI solution which leverages existing data
- Identifies best opportunities to maximize revenue & efficiency and prescribes actions on a per vender basis
- ‘What If’ analysis capability allows users to foresee the impact of proposed changes
- Robust reporting & tracking

The ‘Top Opportunities’ page of the tool where a vending fleet can be quickly and easily optimised
Impact on a global scale
Real-World Vending Results

Revenue over a Quarter

- Hivery Machines: +4%
- Similar Machines: -7%

Improvement in Days Supply

+30%
HIVERY is taking Vending Analytics to coolers/fridges
What is Planogram Analytics?

OVERVIEW:

- User friendly cloud based planogram creation tool
- Generate a planogram for up to 8 door cooler sets using regional sales data & other inputs
- Users can edit, rename, reuse and share planograms
- Precursor to enable outlet analytics
The Business of AI
HIVERY & Reyes Coca Cola-Bottling

Ed DeFraine
Vice President
FoodService & On Premise
About Reyes Coca-Cola Beverages

• Reyes Coca-Cola Bottling is a proud bottler and distributor of Coca-Cola beverages

• Together with our customers, we provide the best in beverage brands to consumers throughout California and parts of Nevada, including Las Vegas

• A wholly owned subsidiary of Reyes Holdings, L.L.C with 7,500 employees
Reyes Coca-Cola Vending Formula for Success
Our Journey to AI enabled Vending

- Validate Tool in 25 Vender Trial
- Execute in One Location
- Deploy based on Readiness
- Vending Analytics as a way of life
- Adopt Planogram Analytics

- Q2, 2016
- Q3, 2016
- Q1-2, 2017
- 2017 - Onward
- 2018
Our Learning about AI & Vending Analytics

Generates growth with fact based data decisions

Improved operational precision

Drives Change Culture

Ease of Use enables Adoption
The Results Speak for Themselves

-15% Fewer Restocking Trips

+6% Additional Revenue

Overall Performance Improvement
Closing Thoughts…

• The Intelligent Revolution is here & is exploding

• Learn more about AI & the tools available to you

• Embracing AI can transform your business
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