

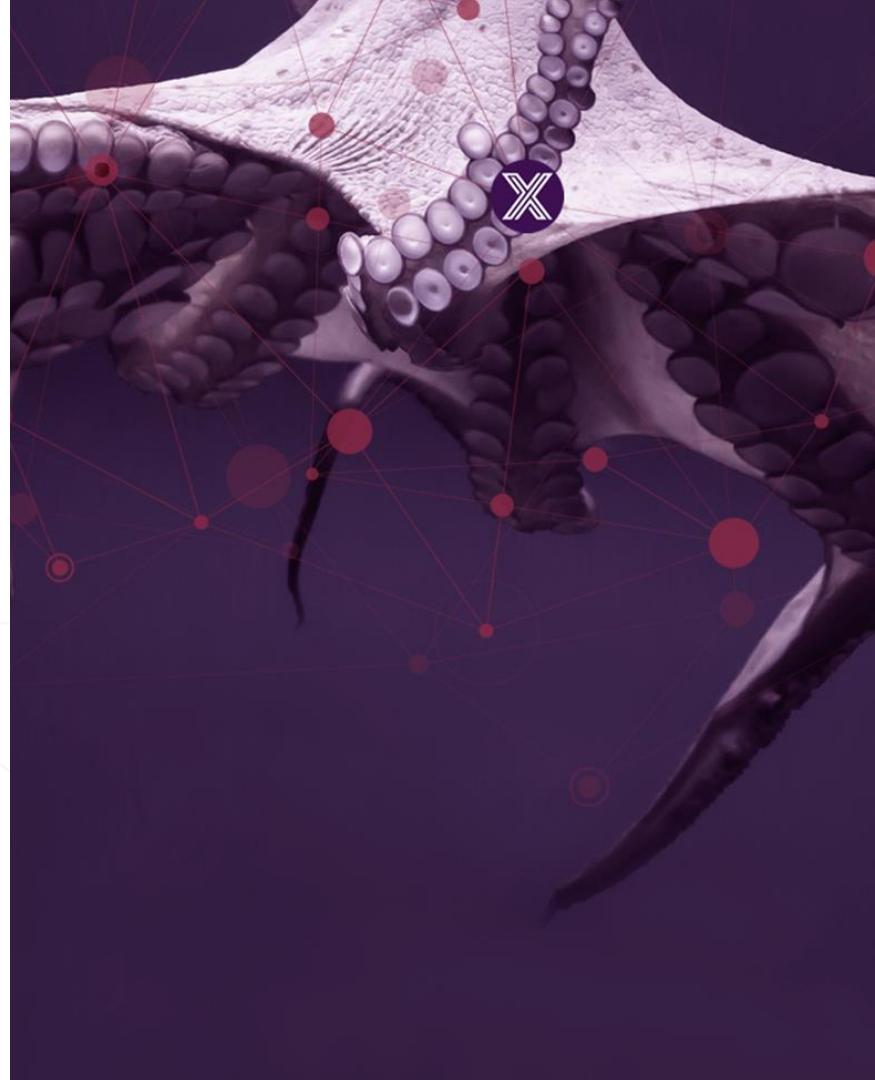


## Vertical Solutions Working Group

February 18, 2020

Camilo Dennis (Intel) – [camilo.a.dennis@intel.com](mailto:camilo.a.dennis@intel.com)

Henry Lau (HP) – [henry.lau@hp.com](mailto:henry.lau@hp.com)



# LF Antitrust Policy Notice

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Examples of types of actions that are prohibited at EdgeX Foundry meetings and in connection with Linux Foundation activities are described in the Linux Foundation Antitrust Policy available at <http://www.linuxfoundation.org/antitrust-policy>. If you have questions about these matters, please contact your company counsel, or if you are a member of the Linux Foundation, feel free to contact Andrew Updegrave of the firm of Gesmer Updegrave LLP, which provides legal counsel to the Linux Foundation.

# Meeting Dial-in

Join Zoom Meeting

<https://zoom.us/j/132889142> (

<https://www.google.com/url?q=https%3A%2F%2Fzoom.us%2Fj%2F132889142&sa=D&ust=1552503732499000&usg=AFQjCNFjmtytqtp3lCh2uhPNHHlp98TYw> )

One tap mobile

+16699006833,,132889142# US (San Jose)

+16465588656,,132889142# US (New York)

Dial by your location

+1 669 900 6833 US (San Jose)

+1 646 558 8656 US (New York)

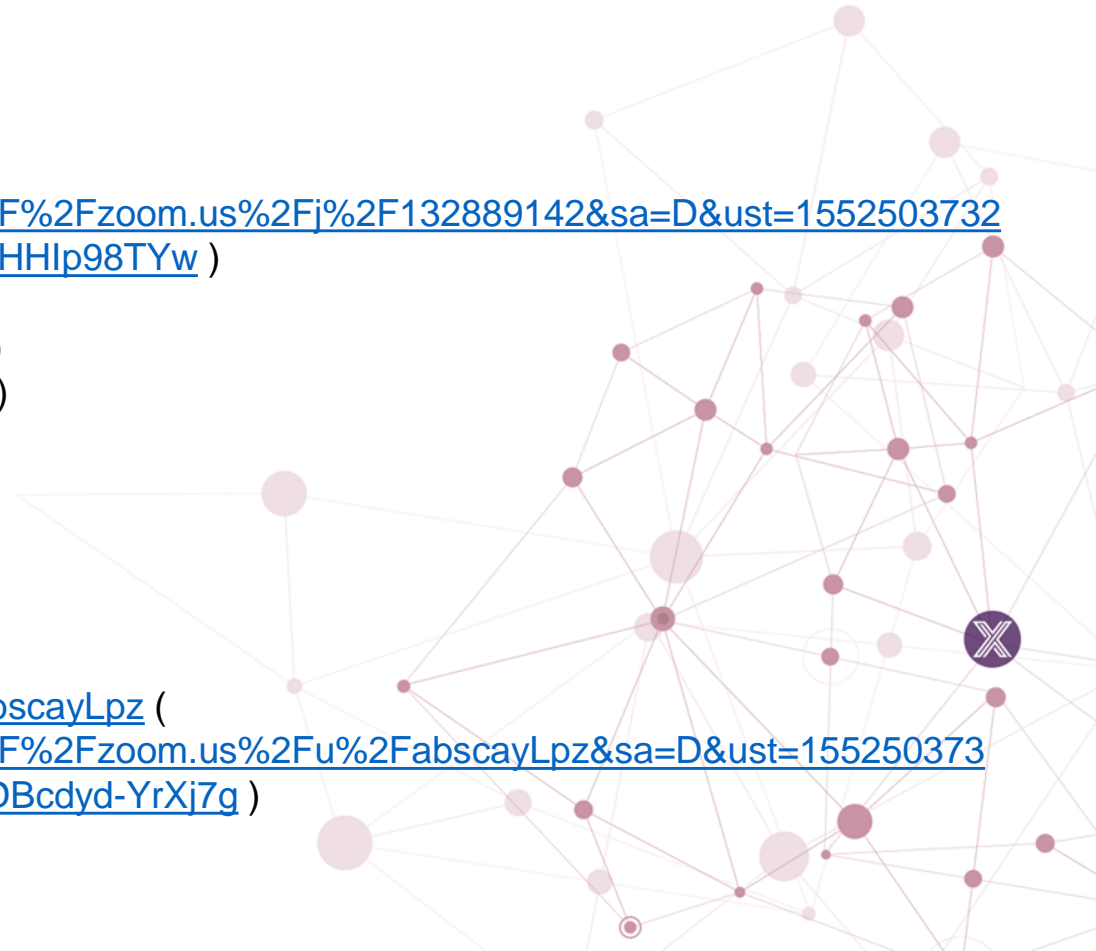
855 880 1246 US Toll-free

877 369 0926 US Toll-free

Meeting ID: 132 889 142

Find your local number: <https://zoom.us/u/abscayLpz> (

<https://www.google.com/url?q=https%3A%2F%2Fzoom.us%2Fu%2FabscayLpz&sa=D&ust=1552503732499000&usg=AFQjCNEMKuQdf-1HfMXI0DBcdyd-YrXj7g> )



# Attendees

- AppCard – Eran
- GS1 - Patrick
- HP – Henry
- IBM – Joe
- IOTech – Jim
- Intel – Camilo, Kristen, Samir, Lenny, Mike
- Megh – P.K., Suchit, Matthew
- RedIron - Craig
- Redis Labs – Andre



# Agenda

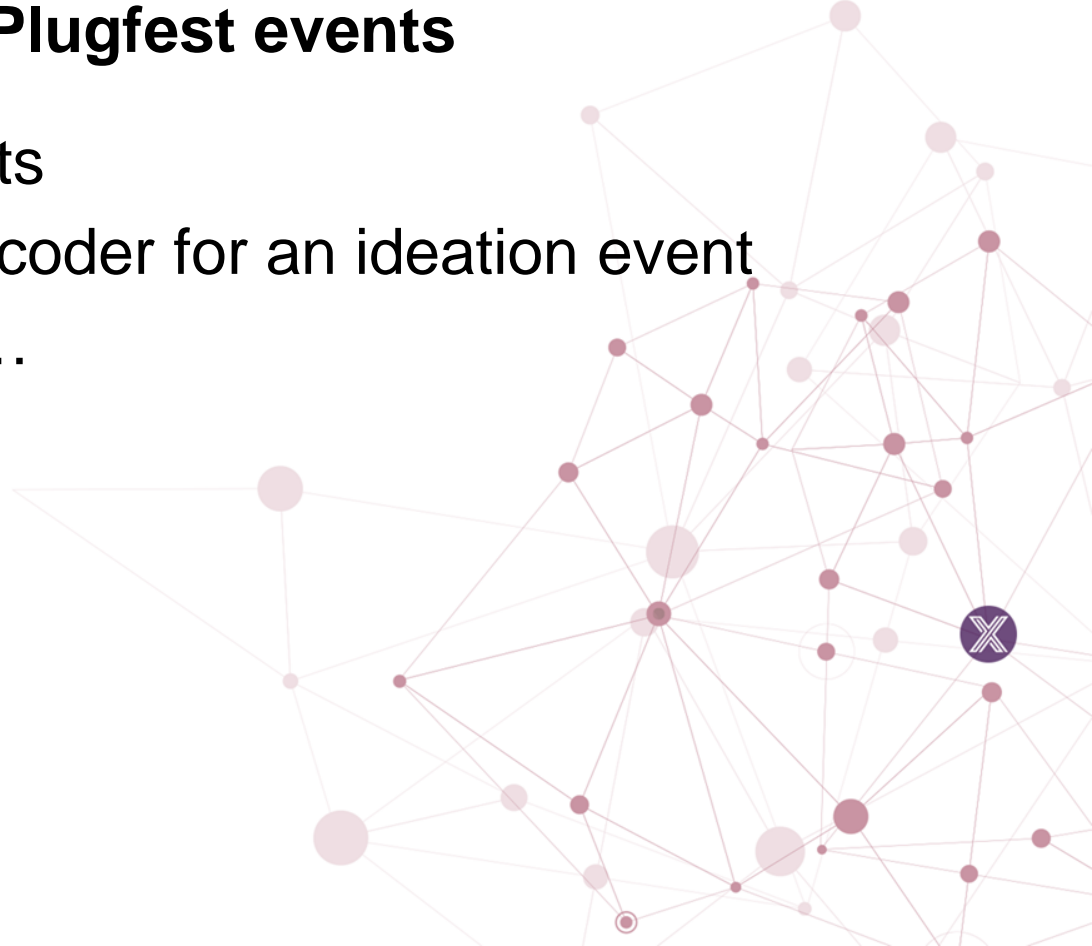
1. Vertical Solutions working group organization
2. Ideas for future hackathons in virtual/remote format
3. Real time sensor fusion for loss detection at checkout reference solution

# 1. Vertical Solutions Working Group

- Co-chairs:
  - Camilo Dennis (Intel) – [camilo.a.dennis@intel.com](mailto:camilo.a.dennis@intel.com)
  - Henry Lau (HP) – [henry.lau@hp.com](mailto:henry.lau@hp.com)
- Site: <https://wiki.edgexfoundry.org/display/FA/Vertical+Solutions+Working+Group>
- Subscribe: <https://lists.edgexfoundry.org/g/EdgeX-TSC-Vertical-Solutions>

## 2. Future Hackathon or Plugfest events

- Consider remote events
- In discussion with Topcoder for an ideation event
- More details to follow...



### 3. Real time sensor fusion for loss detection at checkout

- NRF Show Jan 12-14, 2020 in New York City
- <https://nrfbigshow.nrf.com/>
- Intel booth has demo to showcase loss detection at checkout using EdgeX framework
- HP booth has scaled down version without RFID



# Bringing LP POC to life

**Samir Sandesara, Mike Johanson and Kristen Call**  
Retail, Banking, Hospitality and Education Division  
Internet of Things Group, Intel Corp.

Feb 18, 2020



# The Open Retail Initiative

A retail-focused open source initiative featuring Intel, top technology companies and industry thought leaders

## What is it?

The goal of the Open Retail Initiative (ORI) is to accelerate and scale deployment of data-rich retail solutions optimized for physical retail from the edge to cloud.

ORI is a technology collaboration leveraging open source projects, alongside vendor proprietary solutions to deliver recipes and ingredients that address industry problems.

## What problem(s) are we solving?

- Environmental complexity due to lack of interoperability
- Deployment of data-driven experiences
- Lack of unified standards impeding digital transformation efforts

## Solution Approach

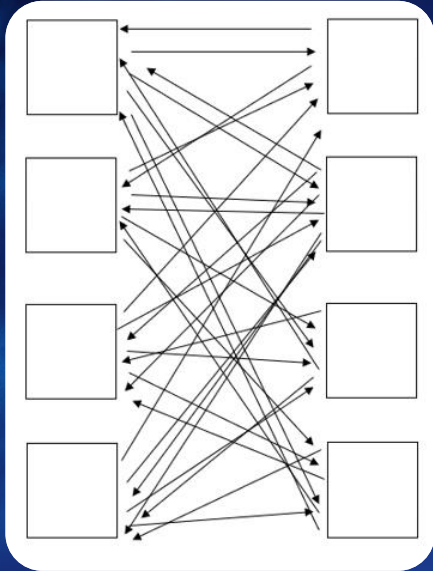
A common open framework to enable an ecosystem of interchangeable components and accessible data with ease and speed.

## Who will benefit from this initiative?

- Architects, retail solution software developers and infrastructure developers
- OEMs/ODMs, OS, OSM, ISVs and SI's
- End customers/retailers/brands

## Application

Data-rich retail solutions leveraging artificial intelligence, computer vision and Internet of Things for retail, grocery, C-store, QSR, etc.



1. Retail software environmental complexity arising from lack of interoperability
2. Data-driven experience deployment in brick and mortar via traditional architecture is very challenging potentially limiting opportunities altogether.
3. Lack of unified standards impeding digital transformation efforts

## Industry problem

Q1

Q2

Q3

Q4

### Transactional Team

1-2

Industry Problem Architecturally

Validate Industry Problem

Rapid prototype circulation

### Scrum Team

4-5

- Open Source POS prototype
- New EdgeX device services
  - POS standards
  - \* Event simulator

Rapid prototype circulation

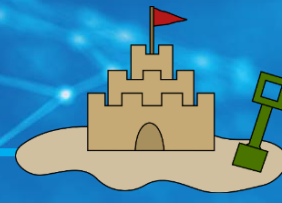
### Emerging Technologies Team

2 + Partners

Industry Problem definition

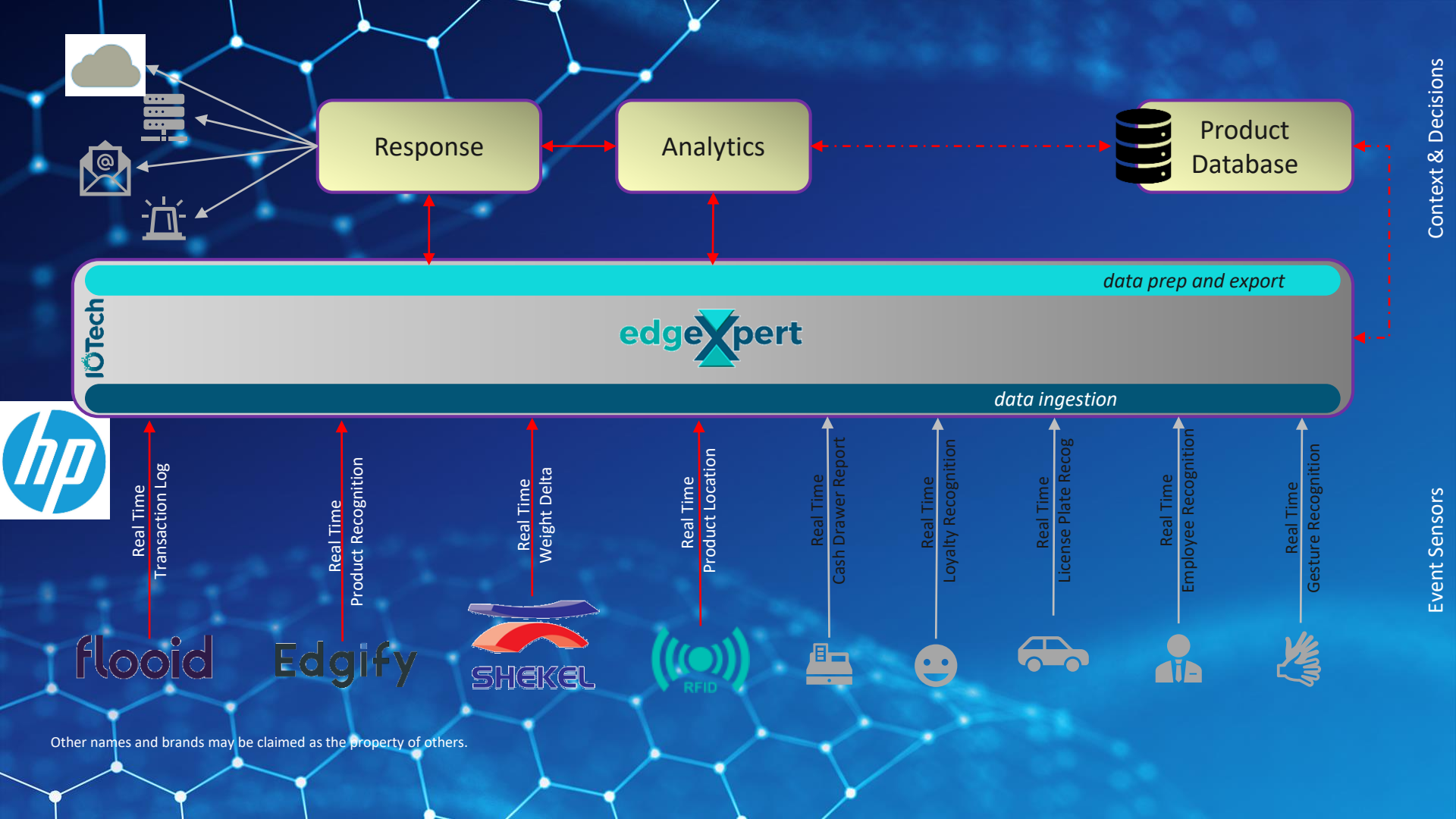
Validate with partners

Onboarding partners



NRF 2020 Readiness





flooid

Edgify

SHEKEL

RFID



Real Time  
Transaction Log

Real Time  
Product Recognition

Real Time  
Weight Delta

Real Time  
Product Location

Real Time  
Cash Drawer Report

Real Time  
Loyalty Recognition

Real Time  
License Plate Recog

Real Time  
Employee Recognition

Real Time  
Gesture Recognition

IoTech

edgeXpert

data ingestion

data prep and export

Response

Analytics

Product Database

Event Sensors

Context & Decisions

Other names and brands may be claimed as the property of others.

# Demo



# showcase learnings

- Innovation.... Not Integration
- The power of standards
- Multi-ROI per solution

- POS Relevancy – Redefined
- Seeing is believing
- 100% buy in from partners

Reference Design based on demo:  
<https://software.intel.com/en-us/iot/reference-implementations/point-of-sale-loss-prevention>

for Q&A

<https://software.seek.intel.com/Event RealTime REG>





Call to action

# Get Involved with the Open Retail Initiative

Whether you're a device maker, solutions integrator, software vendor, developer, or retailer, there's a great opportunity to engage with ORI



## Commit

To join [ORI](#), inquire about the attending partner summit, or learn more, email [orievents@intel.com](mailto:orievents@intel.com)



## Collaborate

Take part in the community of dedicated technologists representing both solution providers and retailers working together as part of the [Commerce Project](#)



## Contribute

Leverage ORI's common, open framework and use cases to create future-ready solutions from edge to cloud – and deepen your engagement and community influence – by joining [LF Edge](#).

# Delivering Value to our Partners

## RFP Ready Kits\*

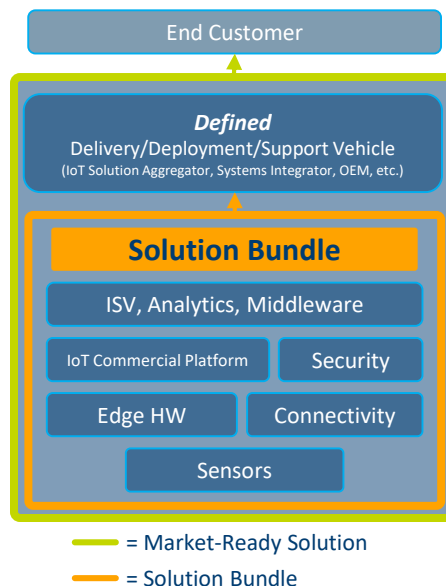
### Pre-Integrated and Proven

- All-in-one Hardware, Software, SDKs, APIs, Demos and Instructions
- 1<sup>st</sup> phase Deployed and Proven in a customer environment
- Verified Availability, Distribution, Pricing, and Support

### Broadly Compatible

- Customizable and Ultra-Compatible APIs and Components
- Potential for Expanded Integration with Cloud Platforms and Value-Added Services

## Market Ready Solution\*



### End to End Solutions

- ✓ Viable and ready for sale
- ✓ Vetted & tested in the market
- ✓ Commercially Deployed
- ✓ Supported by fully developed service and support programs

# READY FOR THE MARKET

\*All information provided here is subject to change without notice. Contact your Intel representative to obtain the latest Intel initiative details and roadmaps.



EDGE X FOUNDRY™

Thank you