

Embracing the Power of Artificial Intelligence



HIVERY

+

Coca-Cola



A scenic landscape at sunrise. The sun is rising over a range of mountains, creating a bright glow and lens flare effects. The sky transitions from a deep blue on the left to a bright yellow and orange near the sun. The mountains in the foreground are dark and silhouetted against the bright light. The text "Good Morning!" is overlaid in the center in a white, sans-serif font.

Good Morning!



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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”

FORRESTER

Enormous datasets make
it virtually impossible
to process with
conventional technology

Artificial Intelligence





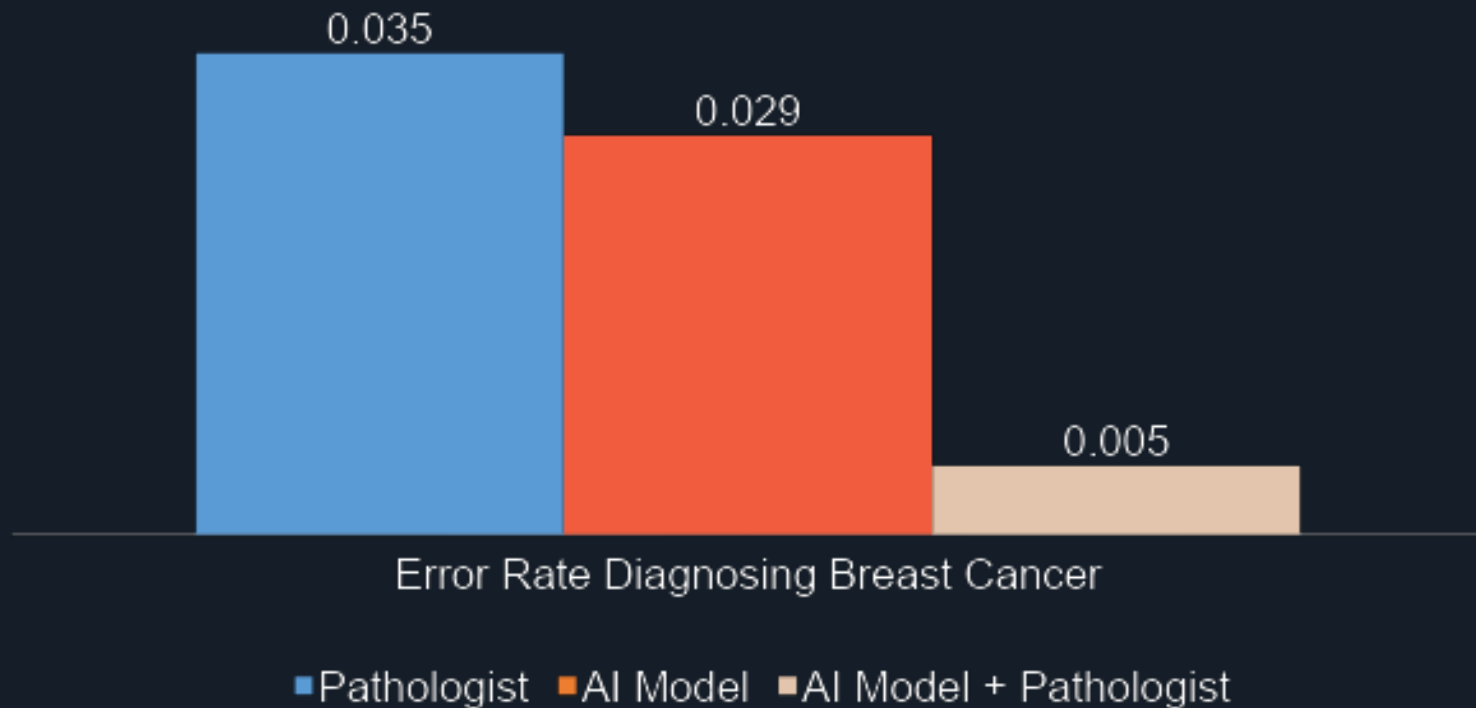
AI can already beat many experts...

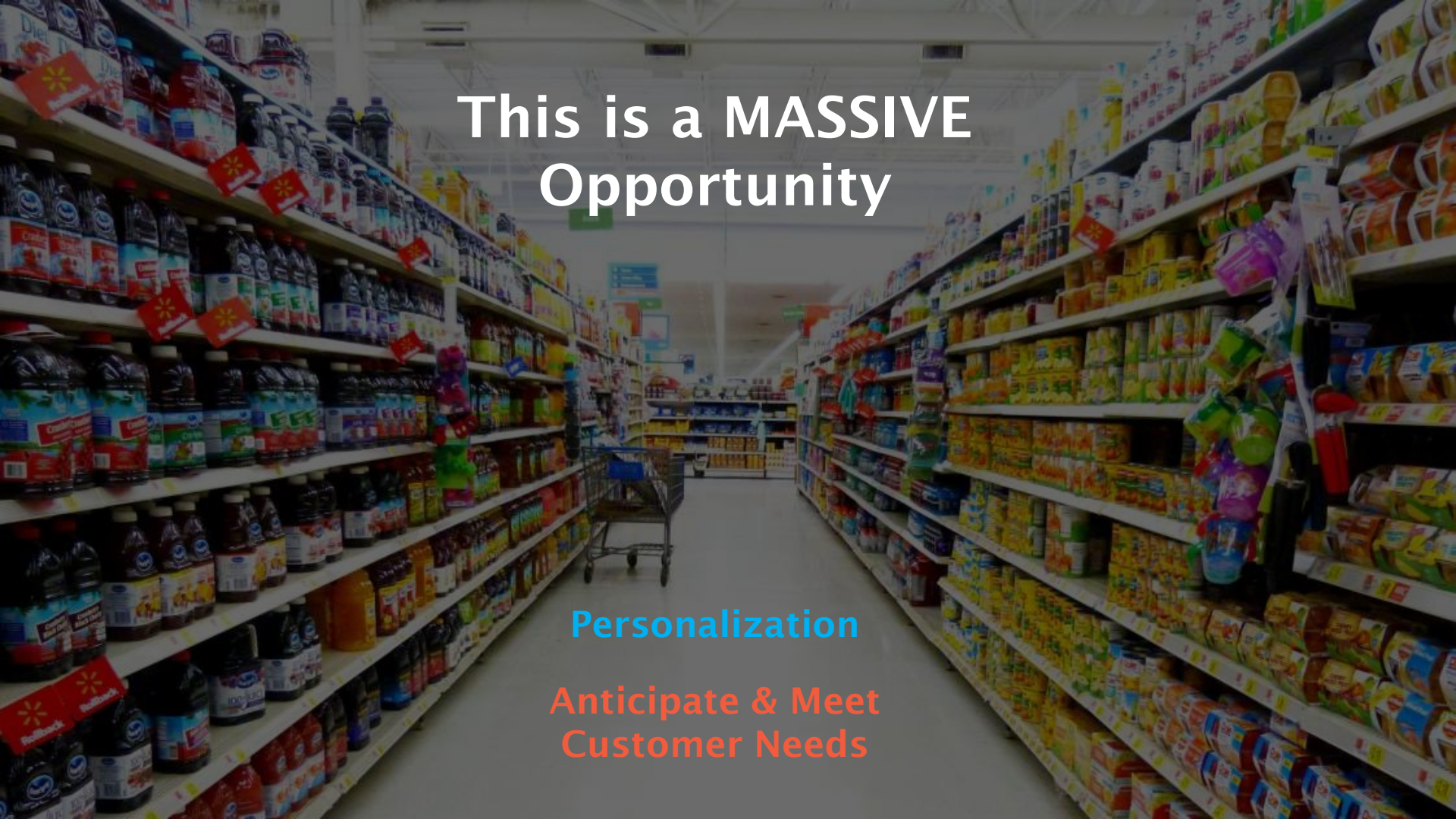
**Empathy
Intuition
Common sense**

**Logic
Efficiency
Data-driven**

...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

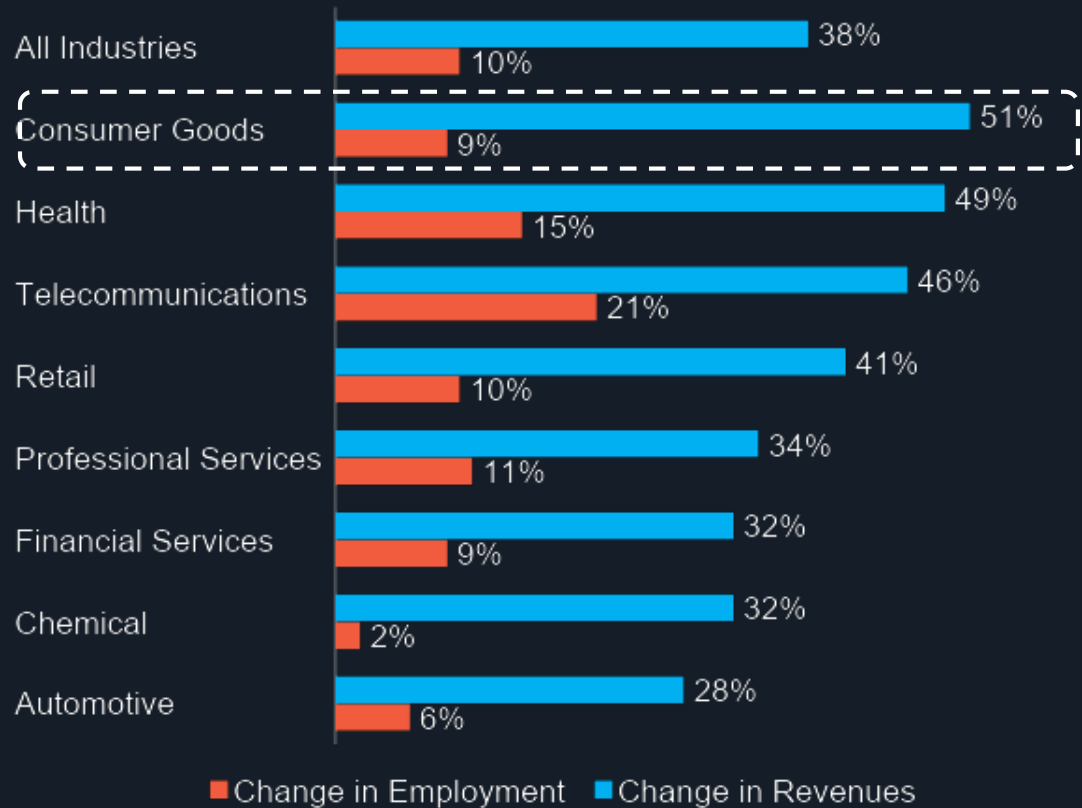
Decrease
Costs

Some food for thought...

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

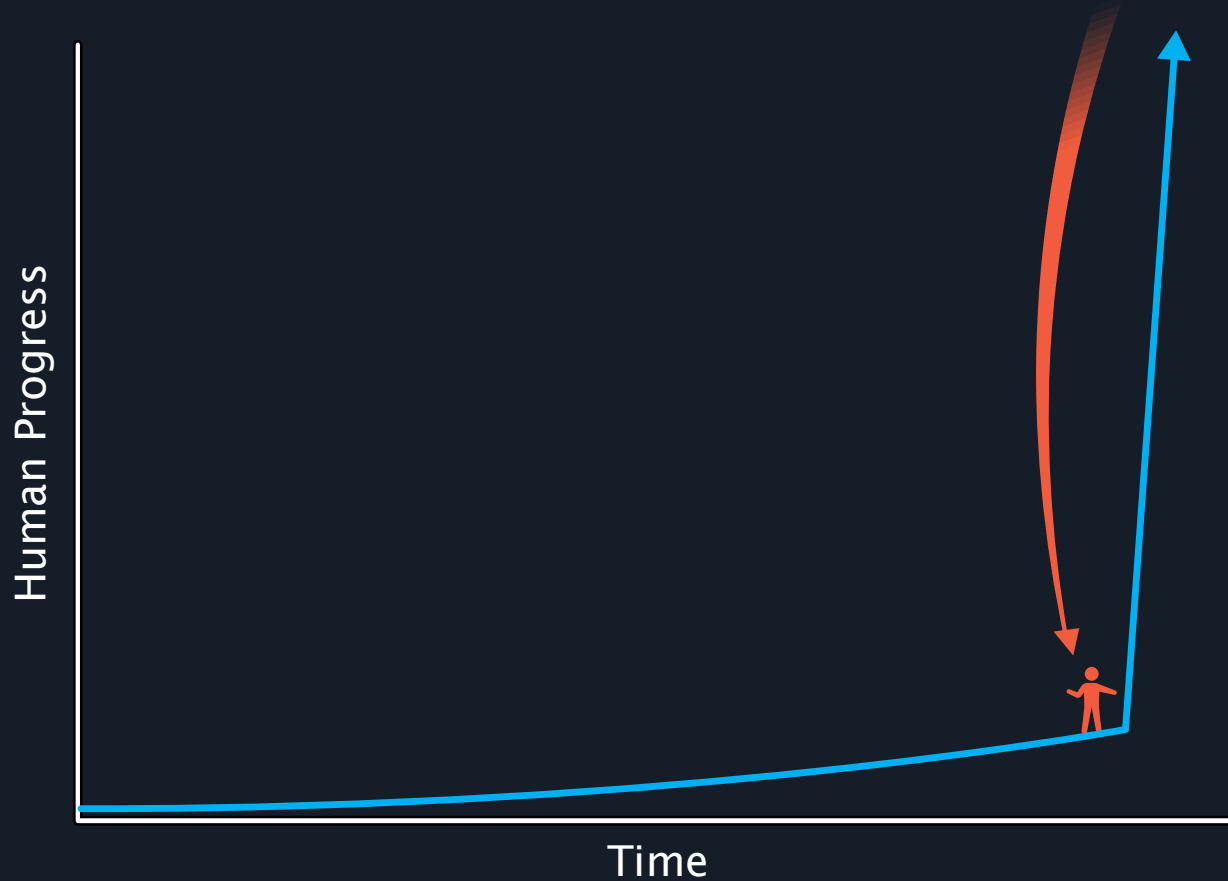
THE OPPORTUNITY IS BIG

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



Accenture: 2018 Reworking the revolution future workforce

How does it feel to be standing **here**?



A vibrant, out-of-focus photograph of a concert crowd. Many people have their smartphones held high in the air, capturing photos or videos of the stage. The scene is illuminated with bright, colorful lights in shades of pink, purple, and blue, creating a bokeh effect in the background. The overall atmosphere is energetic and celebratory.

WE LIVE IN EXPONENTIAL TIMES

<https://app.studionow.com/#/watchpage/77b0a8f8-3727-47d3-812d-58a813133c73>

Connecting AI to the Business...



CCNA IT Approach to AI

Leading CCNA AI Initiatives



Robots and Sensors

e.g. Smart Home



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



AI Core Technologies

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

✔ Live
 ✔ POC
 ○ Plan



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**We help businesses make the best possible decision.
Every time.**

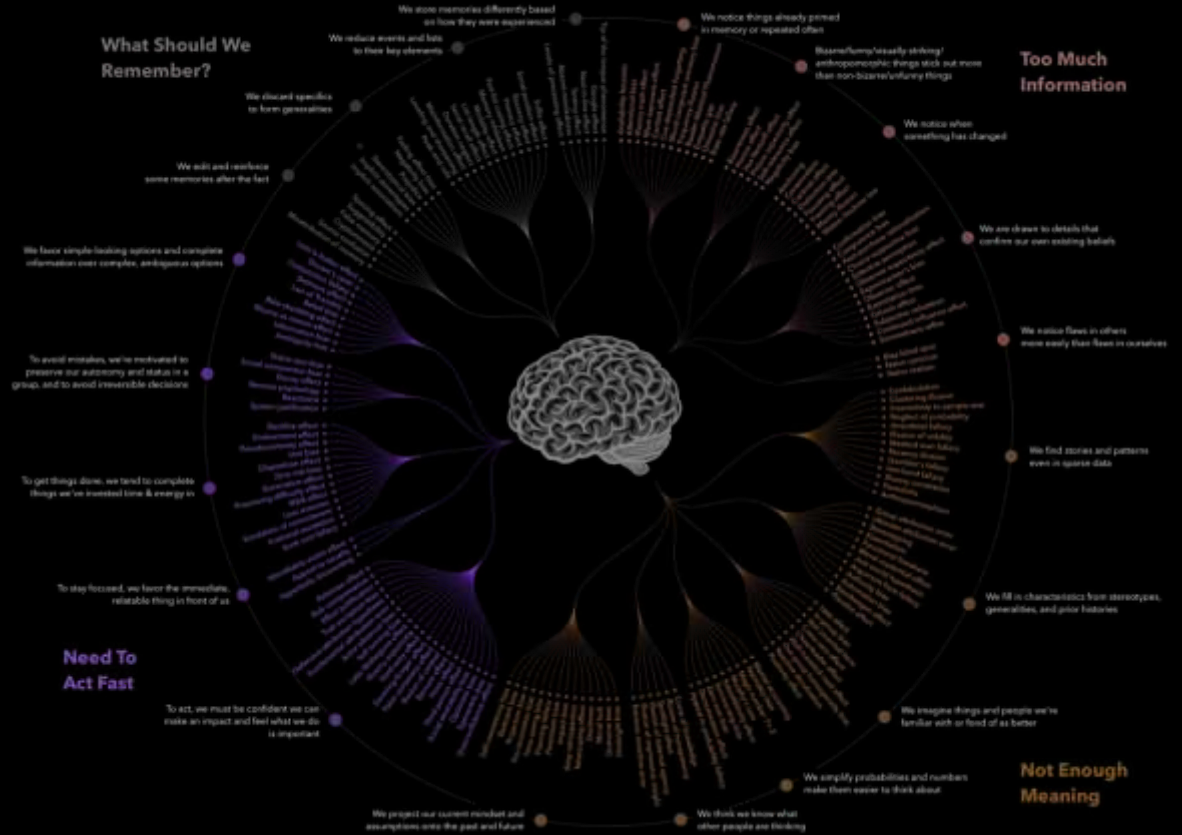
The Coca-Cola Company



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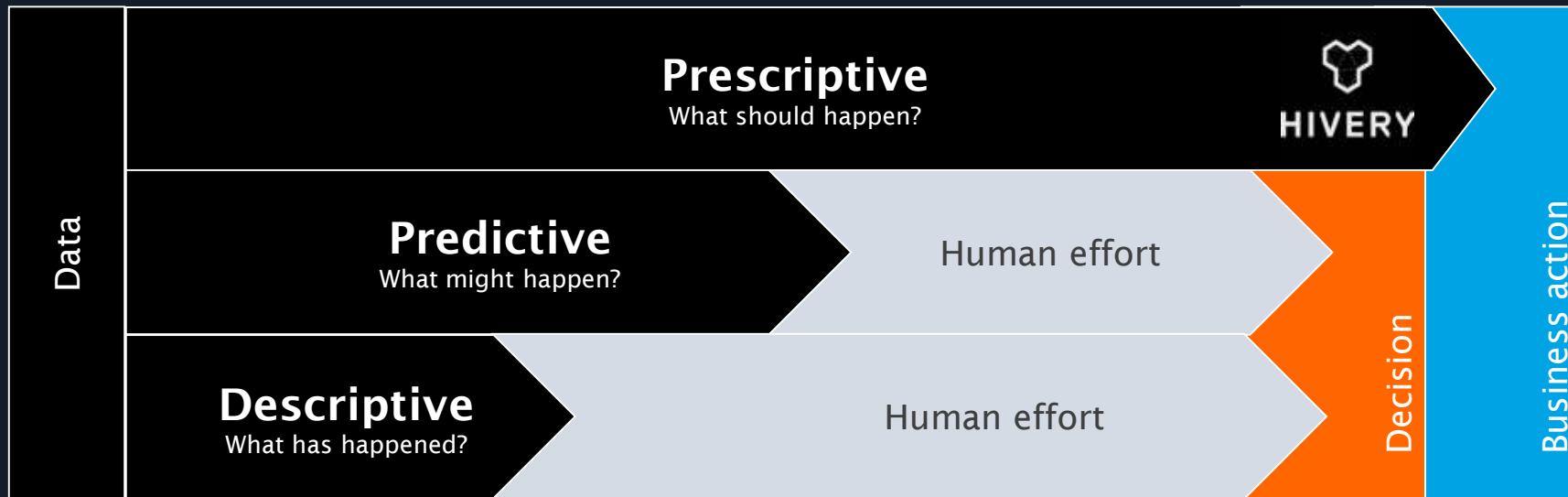
Decision making, the human way



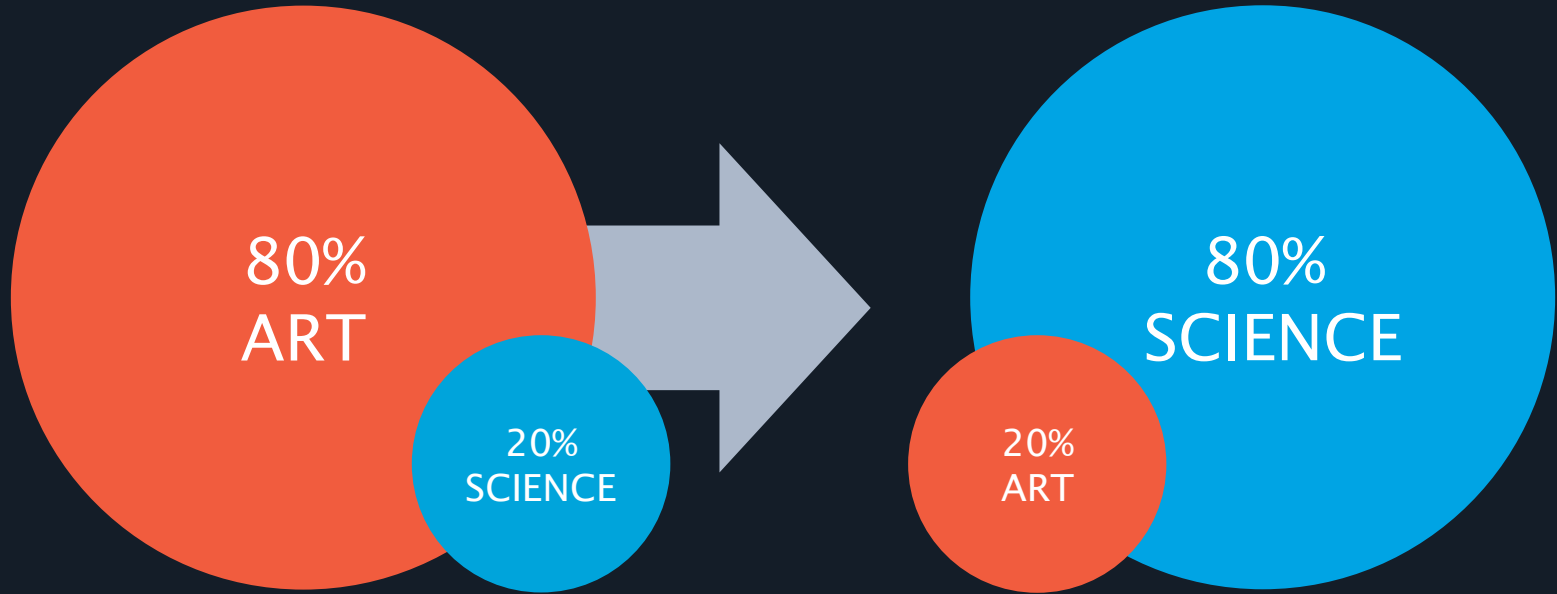
ALGORITHMIC LAYOUT + DESIGN BY JIM / JOHN MANDOLIAN III // CONCEPT + METICULOUS CATEGORIZATION BY BUSTER BENSON // DEEP RESEARCH BY WIKIPEDIANS FAR + WIDE

<https://betterhumans.coach.me/cognitive-bias-cheat-sheet-55a472476b18>

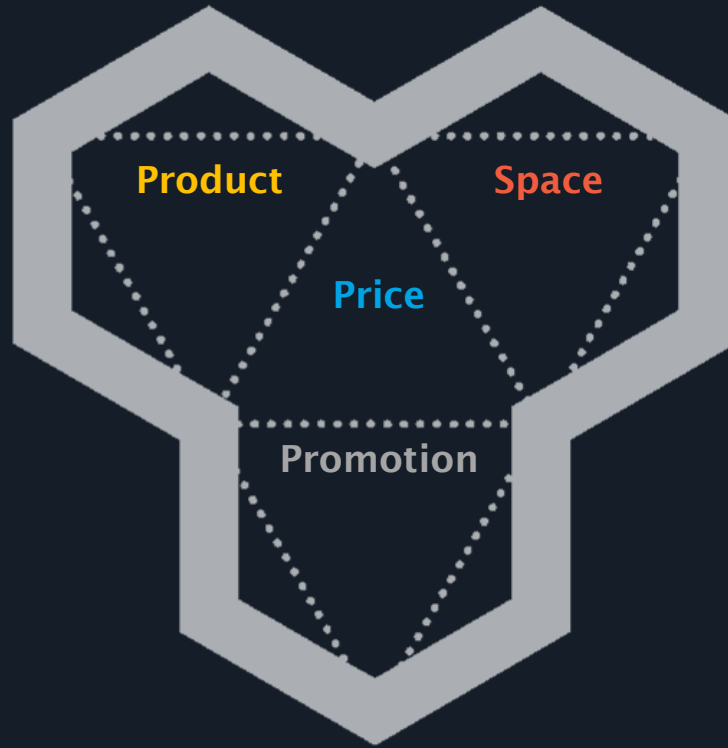
Decision making, the **HIVERY** way



HIVERY takes you into the future of decision making



Using our proprietary AI platform



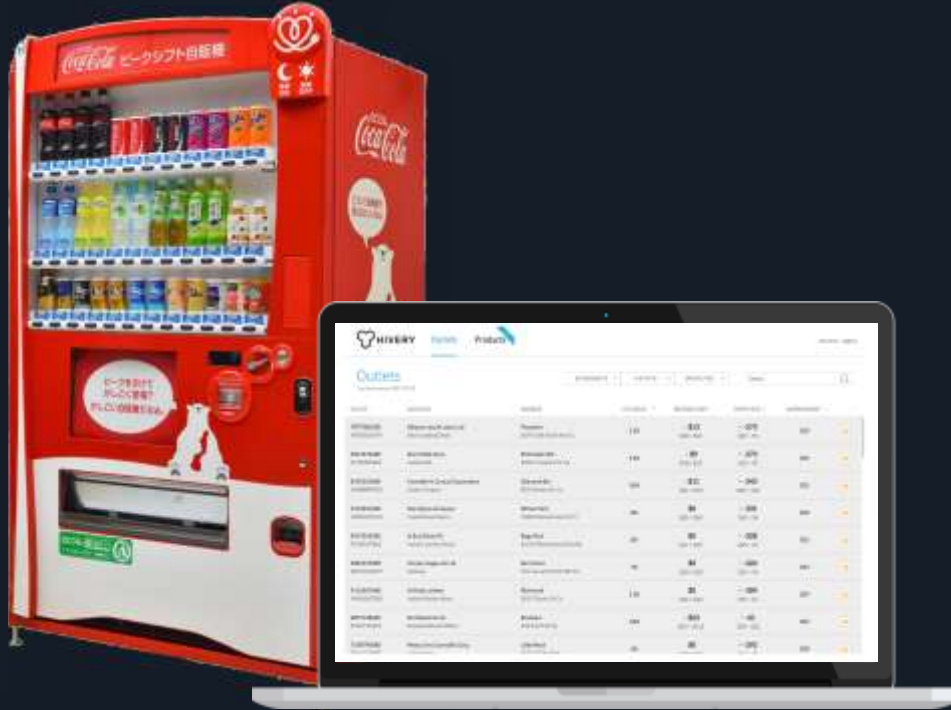


Built on cross-domain expert knowledge

HIVERY's Vending Analytics provides the AI decision for Right **assortment** Right **space** Right **price**



What is Vending Analytics?



The 'Top Opportunities' page of the tool where a vending fleet can be quickly and easily optimised

OVERVIEW:

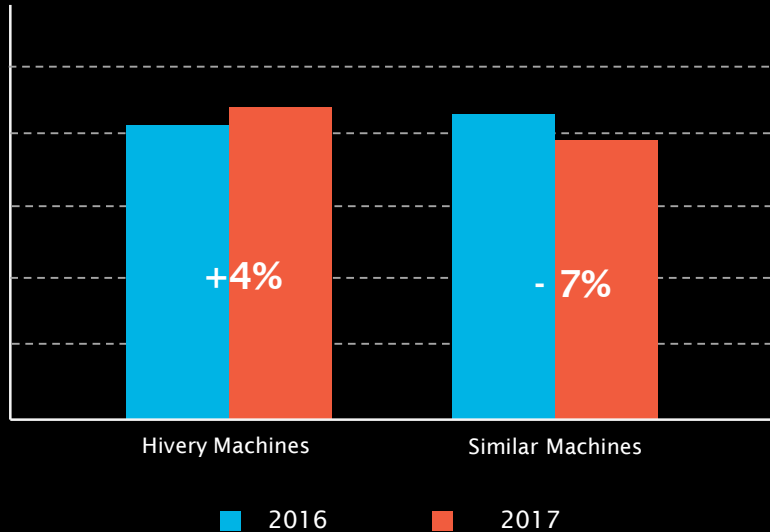
- User friendly **cloud based** AI solution which leverages existing data
- Identifies best opportunities to maximize revenue & efficiency and prescribes actions on a per vender basis
- 'What If' analysis capability allows users to foresee the impact of proposed changes
- Robust reporting & tracking



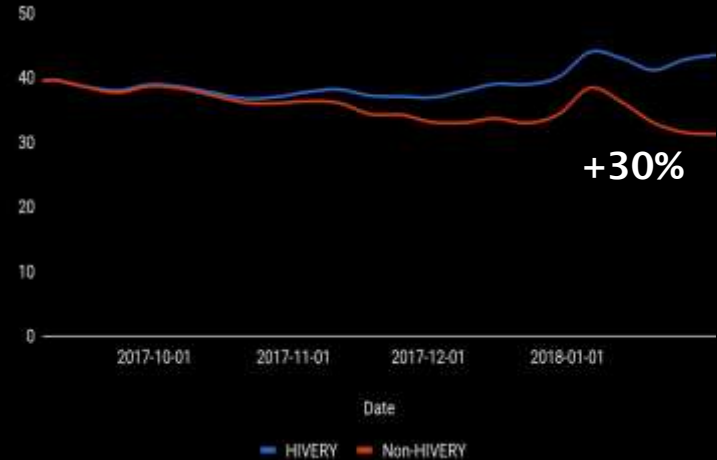
Impact on a **global scale**

Real-World Vending Results

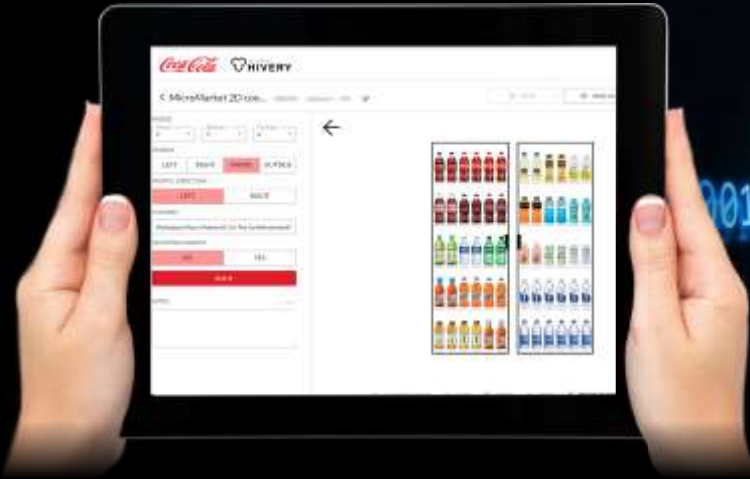
Revenue over a Quarter



Improvement in Days Supply



HIVERY is taking Vending Analytics to coolers/fridges



What is Planogram Analytics?



The 'Build Planogram' page of the tool where a User can quickly and easily build a planogram

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



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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





Great People



**A Well Positioned
Vending Machine
Fleet**



**Precision Operations
Clean Data**



**Right Brands
for every occasion
at the right price**



**Successfully
Leverage
Technology**

Reyes Coca-Cola Vending Formula for Success

Our Journey to AI enabled Vending

Validate Tool
in 25 Vender Trial



Q2, 2016

Execute in One
Location



Q3, 2016

Deploy based on
Readiness



Q1-2, 2017

Vending Analytics
as a way of life



2017 - Onward

Adopt Planogram
Analytics



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



HIVERY

Data has a better idea





Closing Thoughts...

- The Intelligent Revolution is here & is exploding
- Learn more about AI & the tools available to you
- Embracing AI can transform your business



Email us: NAMA@HIVERY.com