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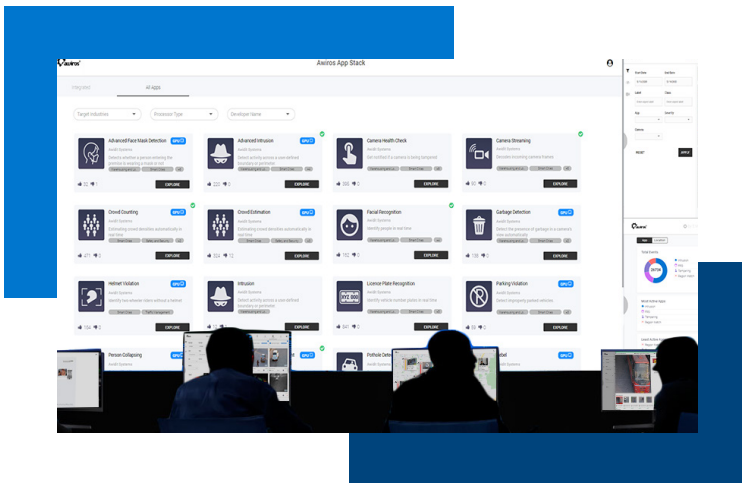
An operating system for powering video intelligence in India

Awiros, an AI-powered computer-vision platform, converts video into actionable insights with Dell Technologies OEM Solutions.

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"We reduced development costs by 10–15% by working with Dell Technologies OEM Solutions."

Vikram Gupta
Chief Executive Officer and Founder, Awiros

Business needs

Awiros wanted to launch a plug-and-play appliance platform, in which AI algorithms analyze and interpret video footage, into market as soon as possible. The company sought to avoid the support costs of building the hardware from scratch and looked to an original equipment manufacturer (OEM) for support.

Business results

- Saved 9–12 months of development time to gain a head start over competitors.
- Reduced development costs by 10–15%, freeing resources for software.
- Cut deployment times by 2–3 weeks, enabling the company to invoice customers sooner.
- Increased the top line by 50% for Awiros as a packaged solution.
- Gave customers greater confidence with shortened implementation cycles and increased ROI.

Solutions at a glance

- Dell Technologies OEM Computer Vision Solutions

- Dell EMC PowerEdge R740 XL server

- Dell Precision 7920 XL Tower

- Dell Technologies ProSupport

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> Co-founder, Awiros

India is rapidly integrating smart technologies countrywide. Authorities and companies are adding artificial intelligence (AI) to video systems to enhance traffic and building management as well as safety in public spaces.

Focusing on core competencies

Indian startup Awiros is helping drive the adoption of smart technology. The company created the software behind Awiros V-Stream Appliance, a solution that supports developing, deploying, training and managing computer-vision applications.

The challenge Awiros faced, however, was how to get the appliance to market quickly without having to spend time and money on building the appliance's hardware and delivering support services. "Our skills are in software development and we wanted to keep our resources focused on that," says Vikram Gupta, chief executive officer and founder of Awiros.

Saving 9–12 months on development with OEM

The company looked for an OEM partner so it could retain its software focus. Awiros engaged Dell Technologies OEM Solutions, which helped the company design the Awiros V-Stream Appliance based on the Dell EMC PowerEdge R740 XL server with NVIDIA Tesla T4 GPUs and the Dell Precision 7920 XL Tower.

As a result of the engagement, Awiros saved 9–12 months of development time, giving it a head start over competitors. Gupta comments, "We reduced development costs by 10–15% by working with Dell Technologies OEM Solutions. This, in turn, freed up resources to focus on the Awiros operating system, which allows users to easily develop, deploy, scale and manage multiple computer-vision applications."

Reduced development costs by 10 –15%, freeing resources for software.

Cutting deployment time by 2–3 weeks, increases value by 50%

Because Awiros can provide its customers with a platform as an appliance, customers save 2–3 weeks on deployment. This means customers can avoid hardware configuration hassles and can start running their AI applications immediately, which then enables Awiros to invoice customers sooner. Yatin Kavishwar, co-founder of Awiros, says, "By delivering Awiros as an appliance, we have increased its value by 50% and expanded its market potential to companies that don't have configuration skill sets."

Helping a pharma company increase staff safety

Organizations across India are taking advantage of the simplicity and performance of Awiros in campuses and buildings. A single appliance can process data from multiple feeds with up to 50 different apps, including facial recognition, license-plate recognition, social-distancing detection and other capabilities. For example, a leading pharmaceutical company is using Awiros to ensure compliance with protective clothing regulations.

With Dell Technologies ProSupport, Awiros' customers are confident in the performance of the V-Stream Appliance, which helps reduce sales cycles. Kavishwar concludes, "It's great to have Dell Technologies Services behind us, giving customers that extra assurance that they can achieve their AI goals."

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