

Edgify

The #1 Product Recognition & Loss Prevention
AI solution for Grocery Retailers

H-E-B

Auchan

Giant

Shufersal

Waitrose

Sainsbury's

1

Overview



Frictionless & scalable Grocery Retail AI, with unrivalled performance

3k+

Devices across 12 countries. Rollout to 1000s of stores in weeks not years

65%+

Retailer's known Loss/Shrink reduced. Edgify is always ROI positive.

5X

Speeding up the checkout process on SCOs and Tills by up to 5 times, improving the customer experience, lowering labour costs and helping to avoid abandoned carts

63%

Average adoption rate increases on self-serve solutions (scales, SCO), driving margins and ROI with Edgify's lossless technology

Empowering your hardware to reduce customer friction, and **solve loss prevention at scale**

BLIR

Barcode-less Item (Product) Recognition increases transaction speeds, and reduces customer friction, both in-store and in the back-of-house. We also offer Multi-item recognition for fast lane checkouts and “meal deals”

FS

False selection alerts at the SCO and Scales, reducing staff interventions and deterring loss

Enables reduced losses of 65%+ ↓

TS

Ticket (Barcode) switching intervention in real time

NS

Non Scans (Scan Avoidance) and Miss Scans

Benefits to Vendors

1

Drive your own sales

- Empower & **upsell your existing clients'** deployments with best-in-class product recognition and loss prevention AI technology
- Leverage Edgify to **sell new hardware** and/or software to Retailers

2

A large new revenue channel

Two simple partnership models:

- Revenue Share: **20% of total annual revenues** on clients introduced to Edgify
- VAR/Reseller: Purchase licenses direct from Edgify and deploy across your clients without Edgify's involvement

3

Quick & flexible integrations

- **Quick to integrate and no integration or installation fees**
- Level 2/3 Support
- Training, demo, and showroom support

Partner Vendors from Scale Manufacturers to OEMs
trust Edgify's framework

Edgify



floodid

DATALOGIC



FLYTECH



BIZERBA



PARTNER
CARE . TRUST . RESPONSIBILITY



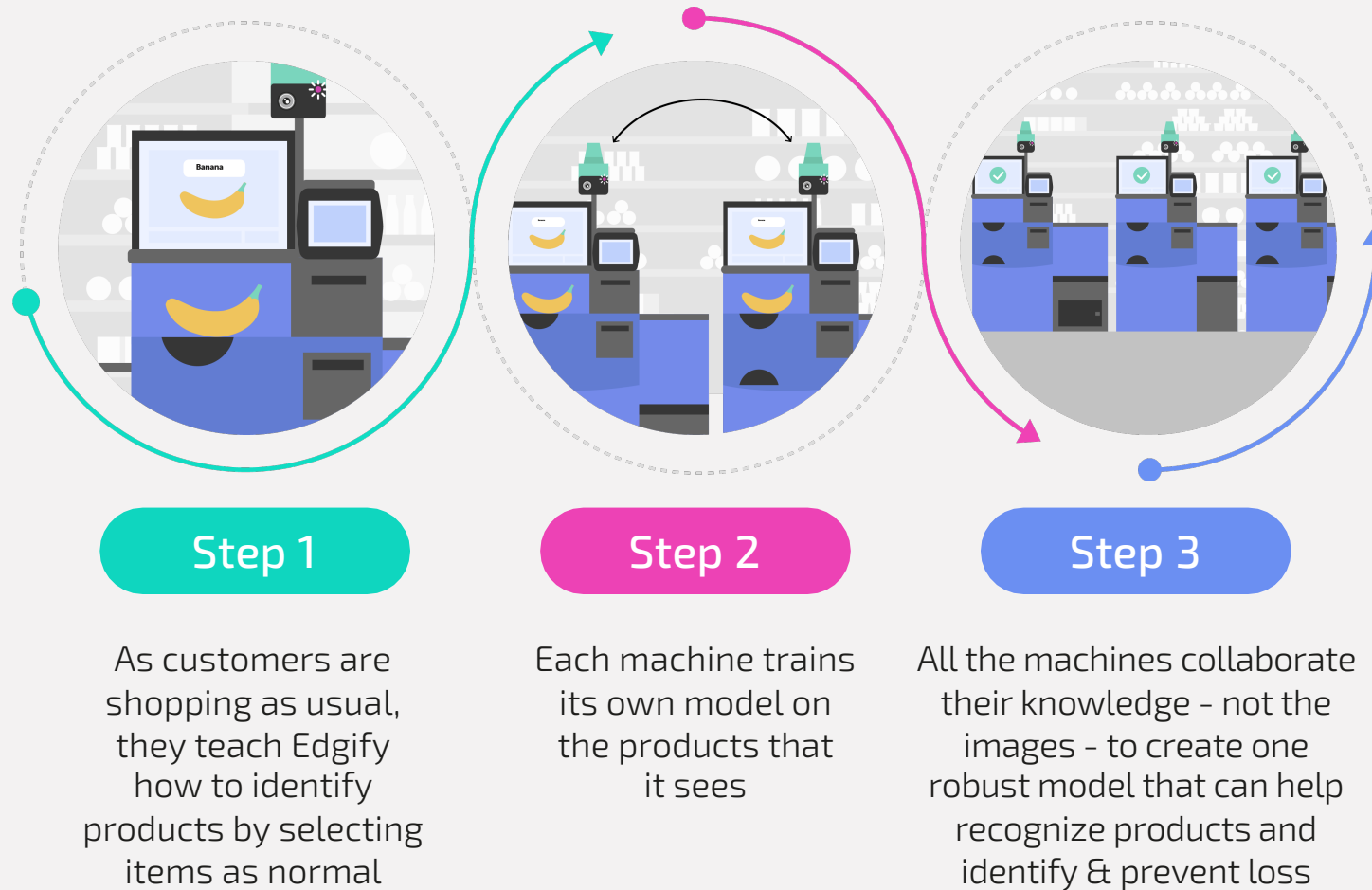
Edgify

2

How Edgify Works



A simple demo of why Edgify's edge **training framework**, will always generate the best real results



Vendor hardware agnostic and easily deployed on both new and legacy **POS**, **SCO**, and **SSS devices**



Manned
Lanes (POS)



Self Checkout
(SCO)



Self Service
Scales

Efficiency gains in back-of-house operations, whilst decreasing staff loss & errors



Staff
Pickers



Inventory



Waste
Management

Departments across: pre-packed, eCommerce, and logistics

Easy to integrate, privacy-first, ROI generating AI magic



Automatic & Improving

Real-time collaborative learning means there's **no need to train a new item in your inventory**. Our AI Model is **continuously improving its accuracy** on both existing & newly introduced items



Built with Privacy in Mind

Edgify A.I models can pass on learnings from one store to another (within the same chain) to drive accuracy rates across store-wide.
Personally Identifiable customer data never leaves the store, maintaining privacy & enterprise compliance



Seamless Integration

Using existing in-store hardware, combined with easy camera retrofitting (if needed) means **there's no need to spend on extra hardware or infrastructure**, including servers and datacenters, whilst requiring near-zero staff training

Edgify in Action

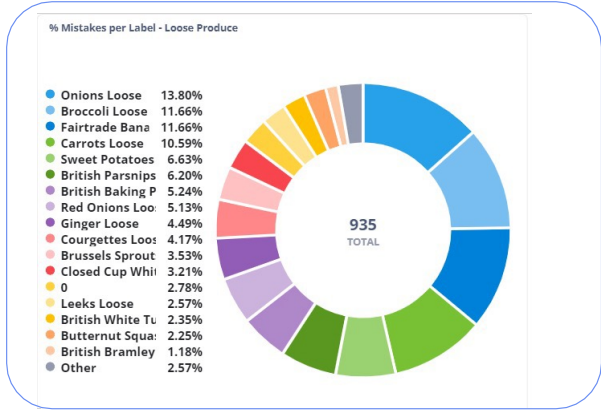
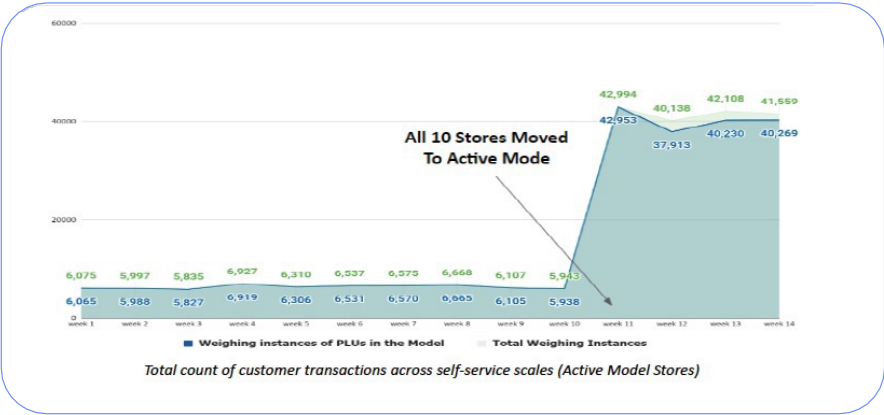


3

Deployment, Reporting, Analysis

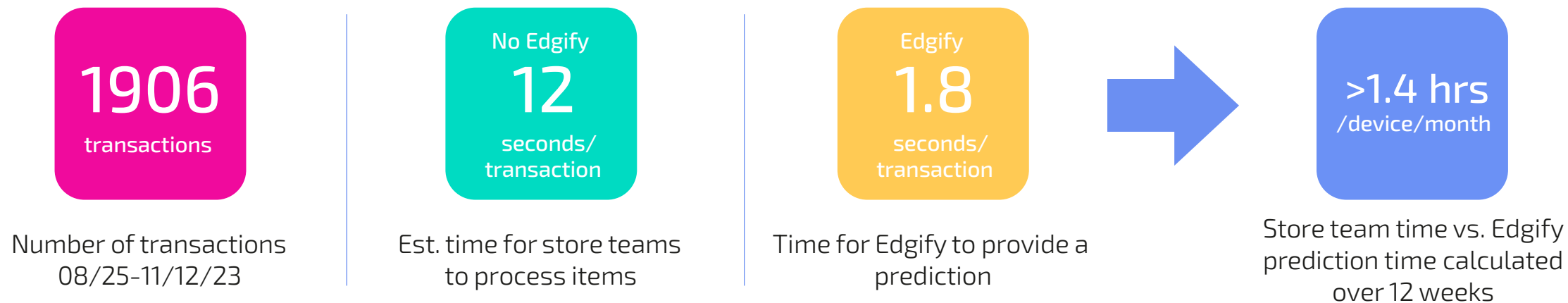


Comprehensive, Real-Time Reporting Dashboard



*Example non-production data

Weekly Advanced Reports



100%

Prediction rate: % of times Edgify provides a predictions of total transactions



89.83%

Prediction rate: % of times the right item was predicted out of total predictions



1.3 Hours

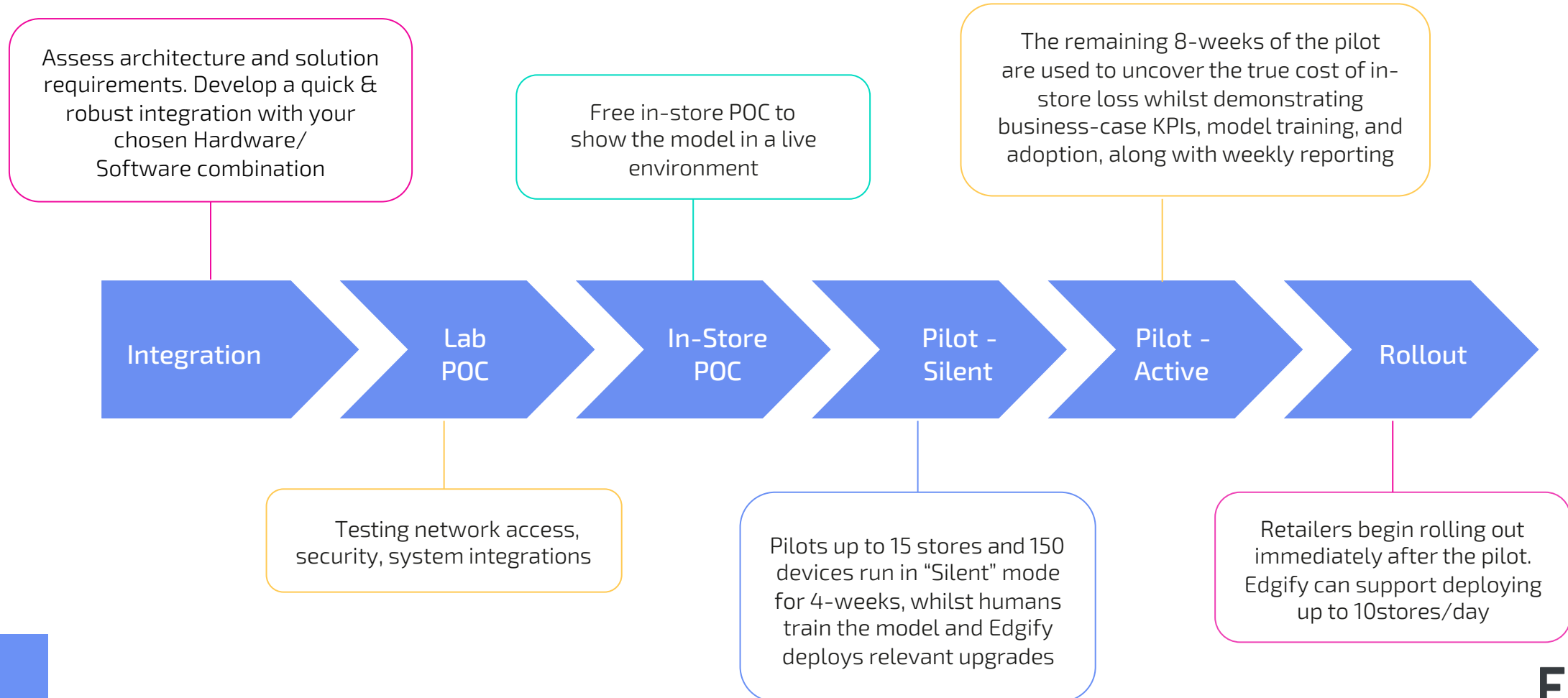
Time saved for customers this week




94.4 Hours

Coverage: % of total transactions that contained an item in Edgify's model

Simple and repeatable deployment, with pilots uncovering the **true cost of Retailer shrinkage**



The only Loss Prevention provider with **privacy, safety, and accuracy at heart**

| | Training at the Edge | Inference at the Edge | Continuous Learning | Collaborative Learning | Hardware Agnostic | Doesn't Require Servers & Data Transfers |
|--|-------------------------|--------------------------|------------------------|---------------------------|-------------------|---|
| Edgify | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
|  TILITER Retail | ✗ | ✓ | ✗ | ✗ | ✓ | ✗ |
|  KANDUAI | ✗ | ✓ | ✓ | ✗ | ✓ | ✗ |
| everseen | ✗ | ✓ | ✓ | ✗ | ✗ | ✗ |
|  SeeChange | ✗ | ✓ | ✓ | ✗ | ✓ | ✗ |

4

Case Studies



Retailer Client **Benefits**



Operational Efficiency

Near 100% item recognition. Reduced pressures on store teams .
Quicker throughput & less manual processes.



Better Customer Experience. Faster!

Less time at scales. Quicker processes for customers and Partners.
Happier customers.



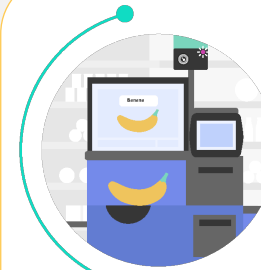
Greater Inventory Accuracy

Improved stock accuracy & supply chain optimisation.

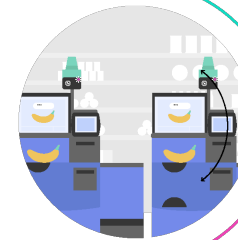


Reduced Loss & Shrinkage

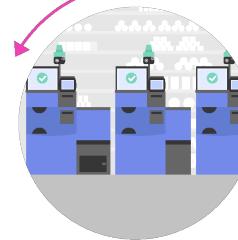
Less accidental or intentional errors. Reduced shrink.



Edgify uses
machine learning
on edge devices



The edge devices
share information
for training.



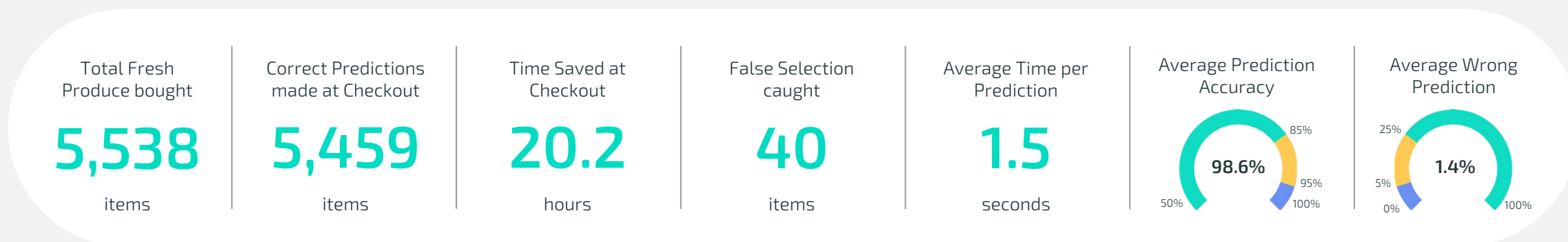
Learning on a
continual loop
between devices
or stores.

Live Case Study from Shufersal Deployment



Results of our product recognition and false selection solutions.

Data shown from one branch measured over one week (Branch number 244, week of December 15th 2022)



196 hours of checkout time saved for consumers in the first month of deployment

"The Edgify deployment is extremely easy and the speed at which they generate value made us commit to deploying their solution across our entire chain within a year!"

"Our vendors (NCR & Bolet) have shown us their competing solutions, but after testing, it was clear that Edgify was in a different league, so we mandated to our vendors to integrate Edgify immediately."

Case Study: Bonus

Scan and Go setups can often bring a mix of challenges for shoppers and retailers alike. From annoying glitches, to barcode hiccups & a frustrating lack of assistance—customers can face a tech rollercoaster. On top of this, security worries, bagging quirks & low adoption rates can add to these challenges with stores juggling the knock on effects in loss prevention, scrambled data insights and limited training abilities.

Thanks to Edgify, Bonus' self-service scales now boast the capability to automatically detect and recognise over 50 fruit and vegetable variations.

“Through this project, customers can effortlessly scan their items as they shop, eliminating the need for traditional checkout lines. The AI scale ensures accurate product recognition and pricing, enhancing efficiency and reducing errors. Shoppers can enjoy a quicker and more convenient process, while retailers benefit from increased operational efficiency and improved customer satisfaction”

Bonus CIO, Steinar Kristjánsson



95% Accuracy
60% reduction in mislabels
Over **450 hours** saved in 3-months
60+ Items-in-model
25% increase in scale adoption rate



5

Loss Prevention



Loss Events Captured by Edgify

1

Mislabelling: False Selections

Shopper intentionally selects an alternative item at the scale or SCO

2

Label Switching

Shopper intentionally obscures an item's barcode and scans a lower cost item in its place to reduce their total basket cost

3

Scan Avoidance

a) No Scan:

Shopper intentionally doesn't scan an item; moving the item from their basket to the bagging area to avoid paying for it.

a) Miss Scans

Shopper tries to (or pretends to) scan an item before placing it in the bagging area. In either case the scanner doesn't register the item & the customer doesn't pay for the item.

Loss Events Captured by Edgify: Examples

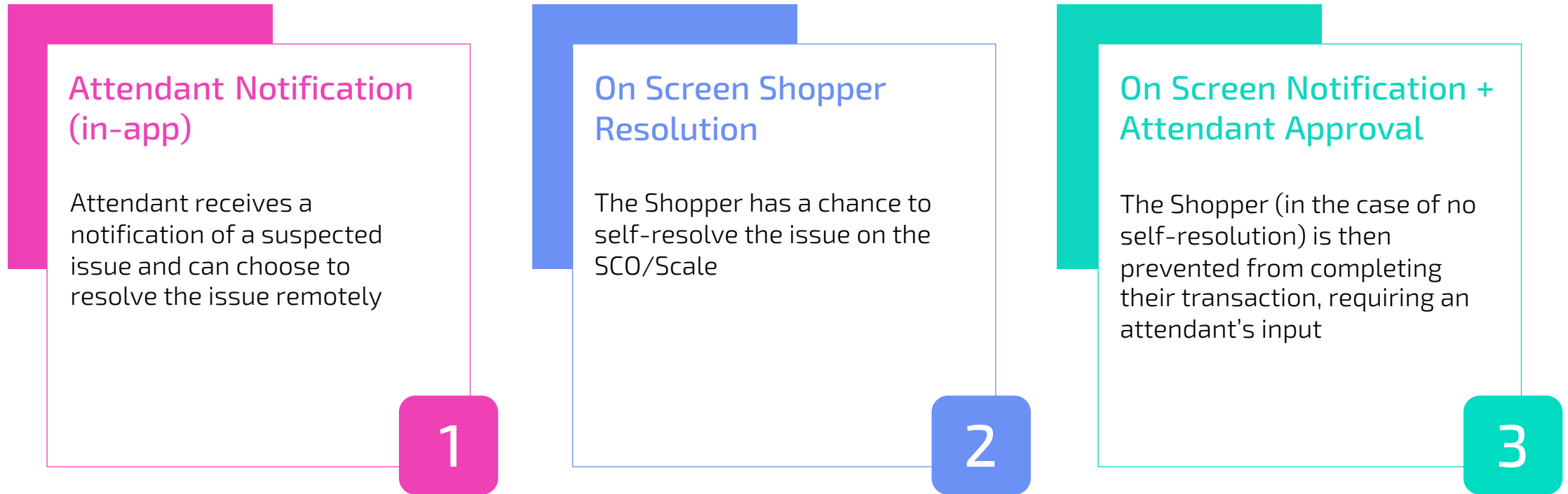
Barcode Switch



Non-Scan

Loss Prevention Flows Overview

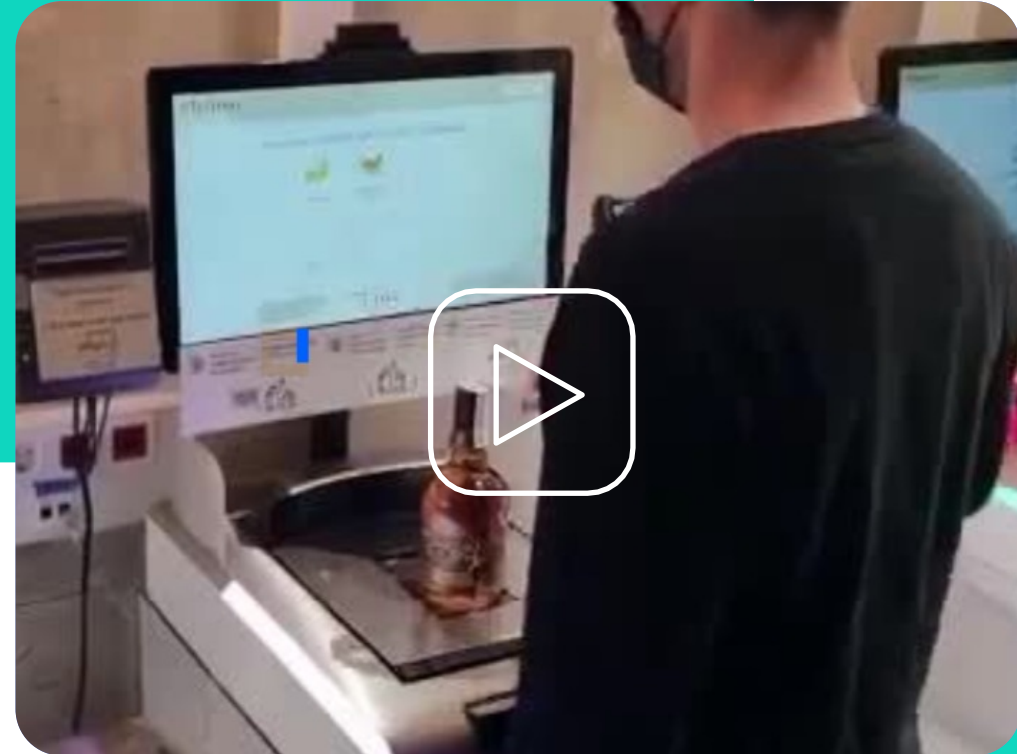
All flows are triggered by Edgify's Platform



1. Loss Prevention Flows: Attendant Notification

Details:

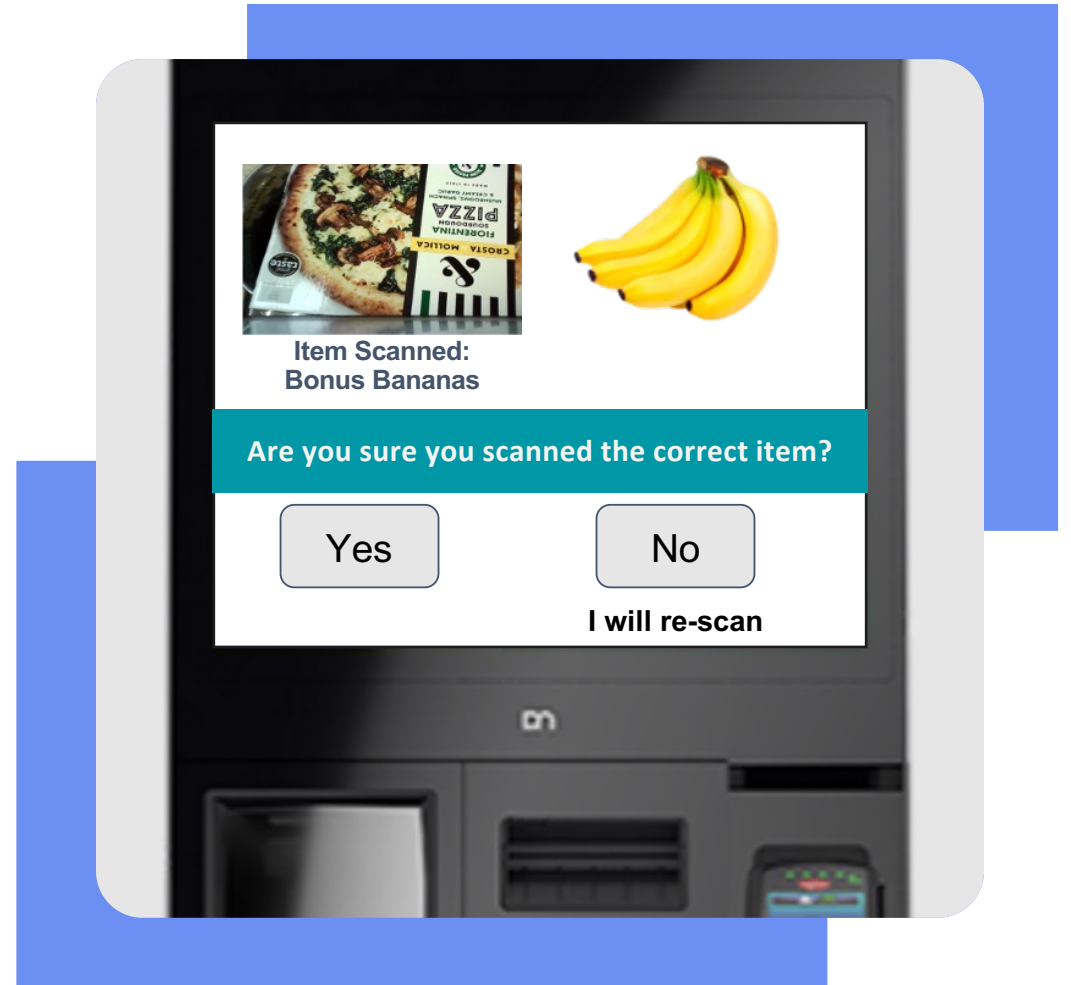
- 1 Attendant receives a silent alert on their handheld device
- 2 Attendant can view the image of the scanned item vs. the scanned barcode
- 3 Attendant locates the suspected session and monitors the shopper
- 4 Attendant has the opportunity to resolve the issue remotely



2. Loss Prevention Flows: On Screen

Details:

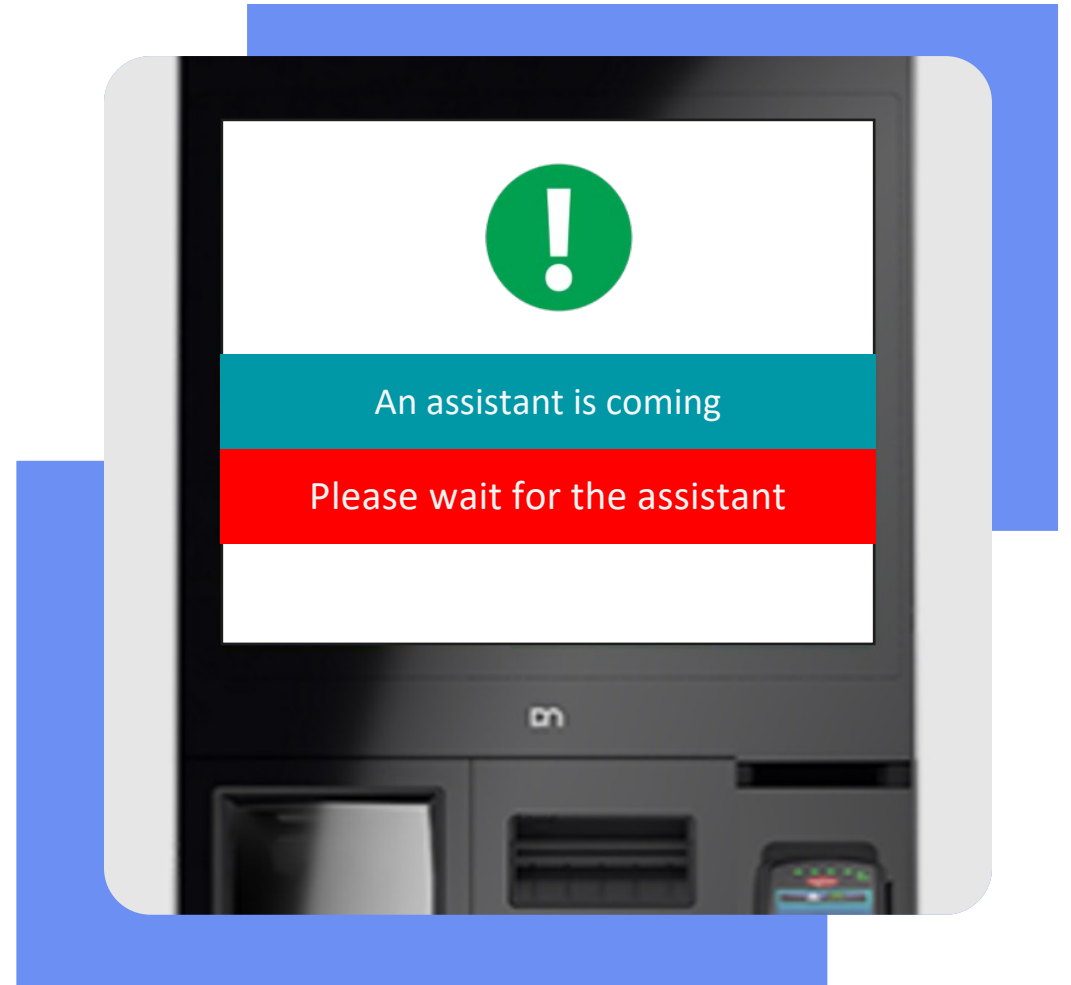
- 1 Shopper receives an on screen mid-session nudge & request for resolution
- 2 Shopper decides to continue with or without resolving the issue(s)
- 3 If the customer chooses not to self resolve: option to proceed to flow 3.



3. Loss Prevention Flows: On Screen + Attendant

Details:

- 1 Shopper chooses not to resolve the issue(s)
- 2 Hard stop on screen; ending the shopper session and preventing them from completing their transaction
- 3 The Attendant can engage the Shopper by offering assistance and intervene before the shopper completes their transaction



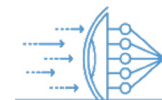
Edgify.ai/retail



The Fourth ACM/IEEE Symposium on Edge Computing
Washington DC, November 7-9, 2019



The 23rd IEEE International Conference on Intelligent Transportation
Systems



CVPR 2021
Conference on Computer Vision
and Pattern Recognition

Online*
June 19-25, 2021

Edgify – Mitigating Label Noise



NeurIPS 2019
33rd Conference on Neural
Information Processing Systems

Vancouver, Canada
December 8-14, 2019

Edgify – Federated Curvature



Edgify – Batch Normalization with Non-IID data