Pitch Deck
AI Vision Accelerator

Insight | Digital Innovation

Agenda

01 **Our vision**

Defining the Opportunity

02 **What we will do with you**

Defining the process and roles

03 **Schedule & estimation**

Defining the milestones, timetable and costs

Our vision

AI Vision Accelerator

Vision Insight frequently encounters clients with costly operational concerns related to detection and identification of hazardous objects, anomalies, or defects. Enhancements to existing manual detection process may be required in order to support the highest operational safety and efficiency.

Objective Our objective for this engagement is to undertake a Pilot of AI and custom computer vision into the existing manual processes which clients have identified as opportunities for automated enhancement.

In service of this objective Insight proposes a two-phase engagement to establish a foundational understanding of requirements and outcomes, then build out a Pilot implementation to deliver a suitable infrastructure foundation and demonstrate key features and capabilities. This document presents the proposed approach.

Key Features

High Level Requirements

Integration with existing processes

- Support existing manual processes, with intent to leverage technology to replace and augment human effort

- Improve quality and accuracy of road inspection process by detecting objects, defects, or other issues

- Demonstrate business value of AI in the client environment in order to expand adoption in other scenarios
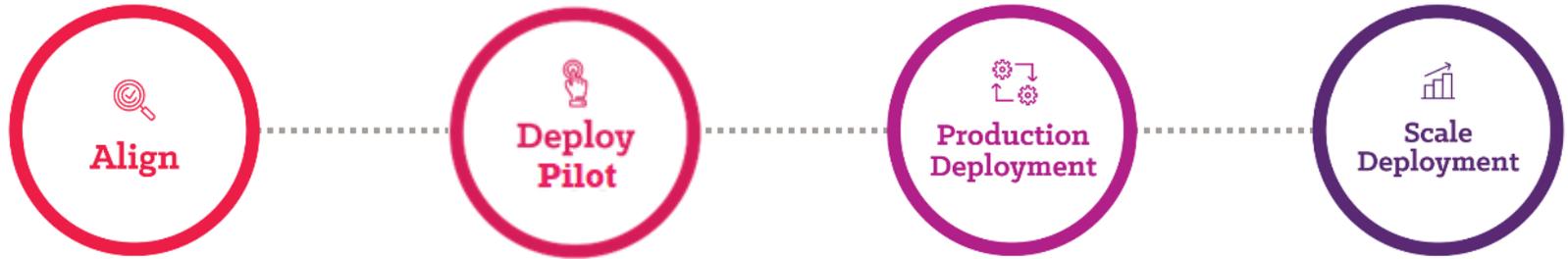
Automated intelligence

- Deploy smart cameras and AI gateways to provide automated coverage inspection support

- Identify specific objects, defects, or other scoped observations, and provide alert or notification upon discovery, then integrate with existing logging/reporting processes

Our Process

A repeatable, enterprise-wide deployment model

Align **Deploy Pilot** **Production Deployment** **Scale Deployment**

Define

Understand stakeholder issues and personas.

Define and prioritize use cases and KPIs for your solution roadmap.

Learn

Focus on deploying Pilot to demonstrate business value for your highest priority use case.

Collect information from selected camera devices and integrate with IoT platform.

Deploy & Support

Deploy Minimum Viable Product (MVP) to a wider audience with support.

Add key improvements discovered from Pilot and start realizing Return on Investment (ROI).

Gather feedback for continuous product improvement.

Scale & Improve

Roll out to enterprise with production support.

Ensure increased visibility and insights are translating into new opportunities and results.

Identify areas of improvement and add new use cases to drive further value and ROI.

Phase 1: Align
Summary

Preparation

In order to facilitate an effective workshop series, the client and Insight team will conduct a varying amount of preparation exercises which will depend on the size of the workshop.

Solutions Workshop

By facilitating workshops with your team, we're able to help identify (or in this case validate) goals, pain points, and opportunities through an outcome-oriented approach.

Outcomes

The engagement will yield a specific plan of execution to deploy and configure devices, develop AI model, and configure infrastructure required for Phase 2: Deploy Pilot

Stakeholder Interviews

Insight will conduct stakeholder interviews, capturing outcome requirements, business objectives and existing technical assets, to help set the tone of the workshops.

Align and Prioritize Next Steps

In addition to our outcomes, the workshop will validate highest priority use cases and KPIs for your Pilot, with a focus on pinpointing specific technologies to accomplish outcome objectives. Key outcome is procurement of camera devices.

Phase 1: Align
Activities & outcomes

Preparation	• Stakeholder Interviews • Review Client Materials, and Research Solutions • Agenda and Workshop Collateral
Workshop (s)	Deep-dive session(s) with key business & IT stakeholders
Activities & Outcomes	• Review of desired business outcomes • Outline of ecosystem and existing assets • Define (validate) technical objectives and services to be implemented • Prioritized list of thematic opportunities • Roadmap for long-term deployment vision • Plan and scope for Pilot implementation
Close Phase 1	**Debrief summary of findings and establish plan for Phase 2: Deploy Pilot**

Phase 2: Deploy Pilot
Summary

IoT & AI Service Deployment

Azure services will be deployed, according to plans laid in Phase 1: Align. These services will be configured to conform to the required features and capabilities identified in requirements workshops. Camera and gateway devices will be installed in identified assets.

Testing & Remediation

Device data will be captured and interpreted in as much variety as possible within operational constraints of the environment. Event and notification conditions will be evaluated, and models will be updated if required. Camera placement will be adjusted for optimal coverage.

Outcomes

Key value from Phase 2 is the tactile understanding of the effort required to integrate Azure services to physical device deployment, device requirements, and operational costs for such a solution.

Solution Development

Object identification requirements will be interpreted into discrete models for recognition and event generation. Camera and gateway devices will be mounted and connected to IoT platform.

Prioritize Next Steps

Pilot solution will be evaluated against success criteria. Options for next phase (Production Deployment) will be reviewed, with infrastructure and cost plans, and requirements prioritized into an actionable backlog.

Roles
Who are the Required Participants

Client Staff

- **Sponsor:** Engagement sponsor is the key stakeholder from Client team, driver of business outcomes and overall success criteria.
- **Technical SMEs:** Subject Matter Experts are Client resources who have specific domain knowledge related to processes and environment targeted for monitoring, or other areas pertaining to technical or business requirements.
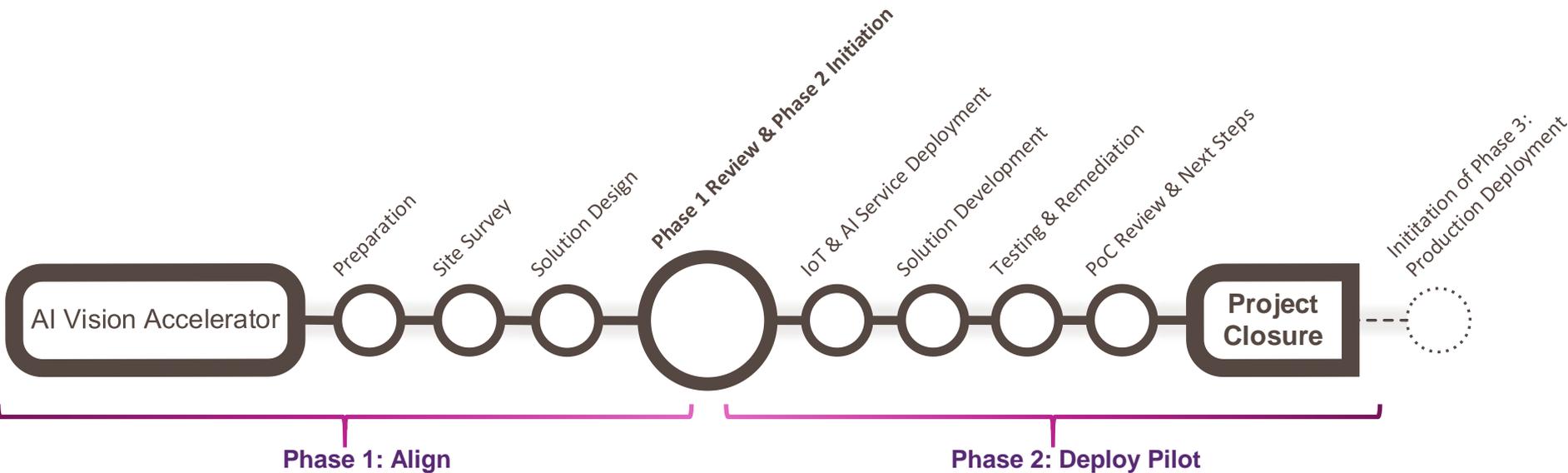
Insight

- **Project Manager:** Single point of contact for Client leadership. Coordinates interactions between Client, Insight and Microsoft resources. Provides status reports and administrative support.
- **Solution Architect:** Key technical and design resource for the engagement. Works closely with Client SMEs and leaders to ensure Insight understanding of all facets of scoped work as well as the higher-level strategic fit of this effort into Client success.
- **AI Consultant:** Design and deployment of AI Custom Vision models for interpretation of camera data.

Microsoft

- **Azure Specialist:** Support and oversight to ensure compliance with Microsoft best practices and industry standards.

Schedule & Estimation
Timeline

Phase 1: Align
- **Duration:** approximately 2-3 weeks
- **Deliverables:**
  - Detailed design
  - Implementation plan for Phase 2

Phase 2: Deploy Pilot
- **Duration:** approximately 2-4 weeks
- **Deliverables**:
  - Proof of Concept deployed and operational
  - Prioritized backlog of features and capabilities
  - Estimated scope and cost for Phase 3

Timeline nodes: AI Vision Accelerator — Preparation — Site Survey — Solution Design — Phase 1 Review & Phase 2 Initiation — IoT & AI Service Deployment — Solution Development — Testing & Remediation — PoC Review & Next Steps — Project Closure — Initiation of Phase 3: Production Deployment

Schedule & Estimation
Estimated Costs

Phase 1: Align

- Total Cost: $10,000 CAD
- Duration: approximately 2-3 weeks
- Insight Participants:
  - Project Manager
  - Solution Architect
- Deliverable: Design and plan for Phase 2: Deploy Pilot

Phase 2: Deploy Pilot

- Estimated Total Cost: $30,000 – $40,000 CAD
- Duration: approximately 2-4 weeks
- Insight Participants:
  - Project Manager
  - Solution Architect
  - AI Consultant
- Deliverables:
  - Proof of Concept deployed
  - Prioritized backlog of features and capabilities
  - Estimated scope and cost for Phase 3

ESTIMATED TOTAL

Estimated Total Cost is $40,000 - $50,000 CAD

Any hardware, licensing, and consumption costs will be additional, to be determined as part of design and plan for Phase 2: Deploy Pilot

Thank you!

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