



Flora Yang

Founder & CEO, Raylios Technology

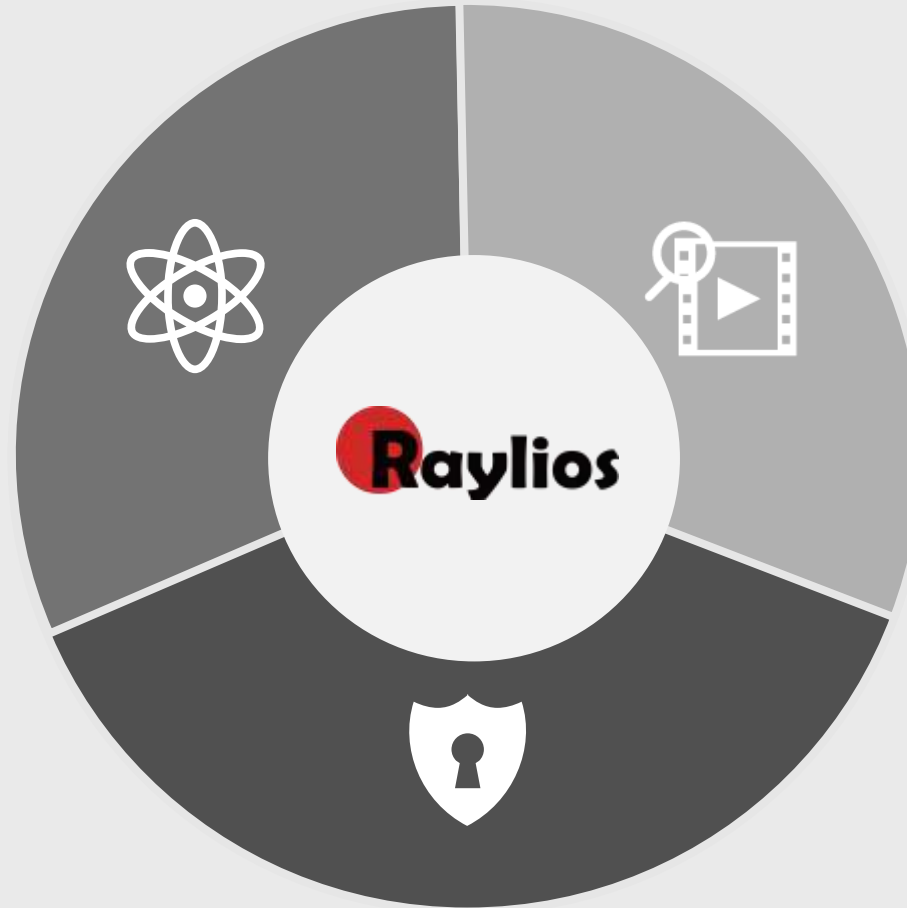
Raylios Corporate Overview

<p>Founded in Taipei, Taiwan an enterprise-level software solutions & services provider</p> <p>2006</p>	<p>Cloud Video Technology Development</p> <p>2012</p>
<p>Launched Cloud Video Service Platform eyeOn™</p> <p>2016</p>	<p>Partner with Azure in Vision & Voice AI to provide EoT (Eye of Things) Services</p> <p>2017</p>

Core Strength



Cloud Architect
Cloud Services Integration

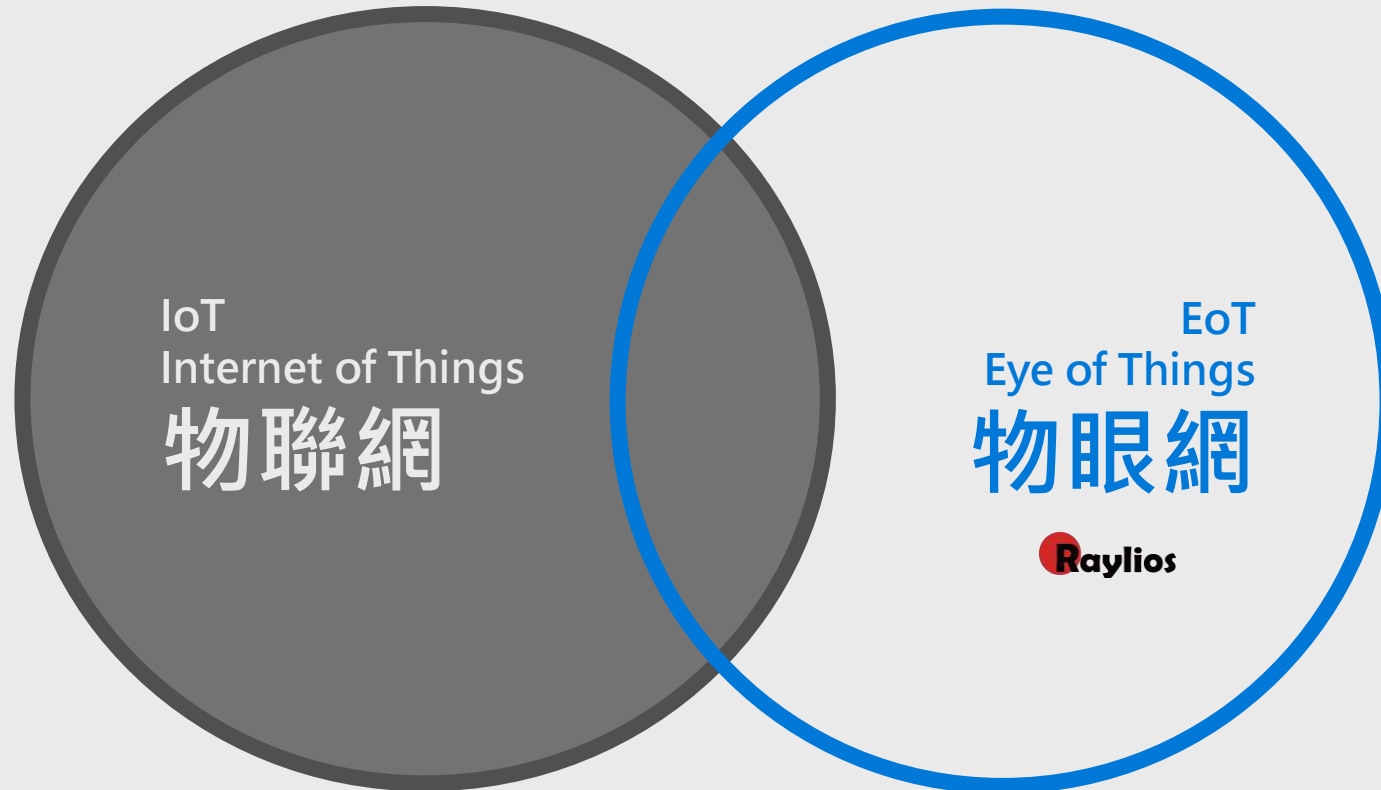


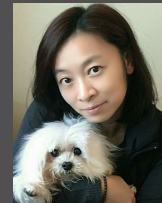
Cloud Video
**Video Processing, Streaming
and Storage**

Hardware-Software Integration

Interlinking IoT Devices & Edges to Azure Eco-system

Our Vision





A woman holding a dog posing for the camera

We adopt Microsoft Azure Vision AI Technology to Realize EoT

```
"message": {  
  "attachment": "http://52.192.72.83:8805/file/download?fileToken=openEyeOn/fe66a781-3eab-4757-b23b-77220c5cff96",  
  "person": [],  
  "subtitle": "Picture vision analyzed",  
  "text": "A woman holding a dog posing for the camera",  
  "title": "AI service - analyze" }
```



Smart Manufacturing



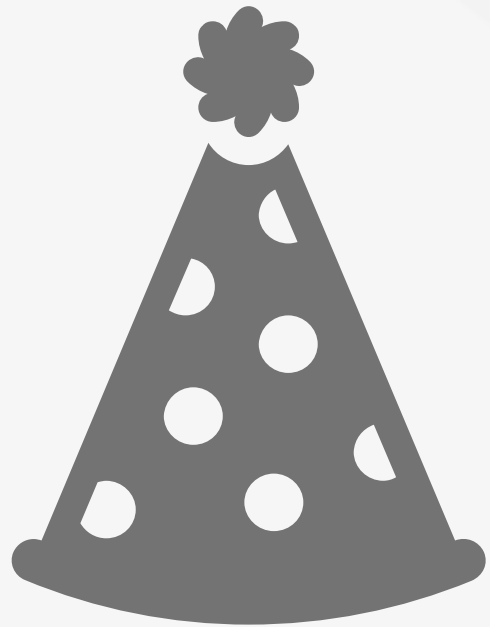
Smart Retail



Smart Service



Smart Home



Cloud AI **x** Smart Edge



Smart Care

Vision & Voice AI in Smart Home



Turning Video Doorbell into Your Concierge

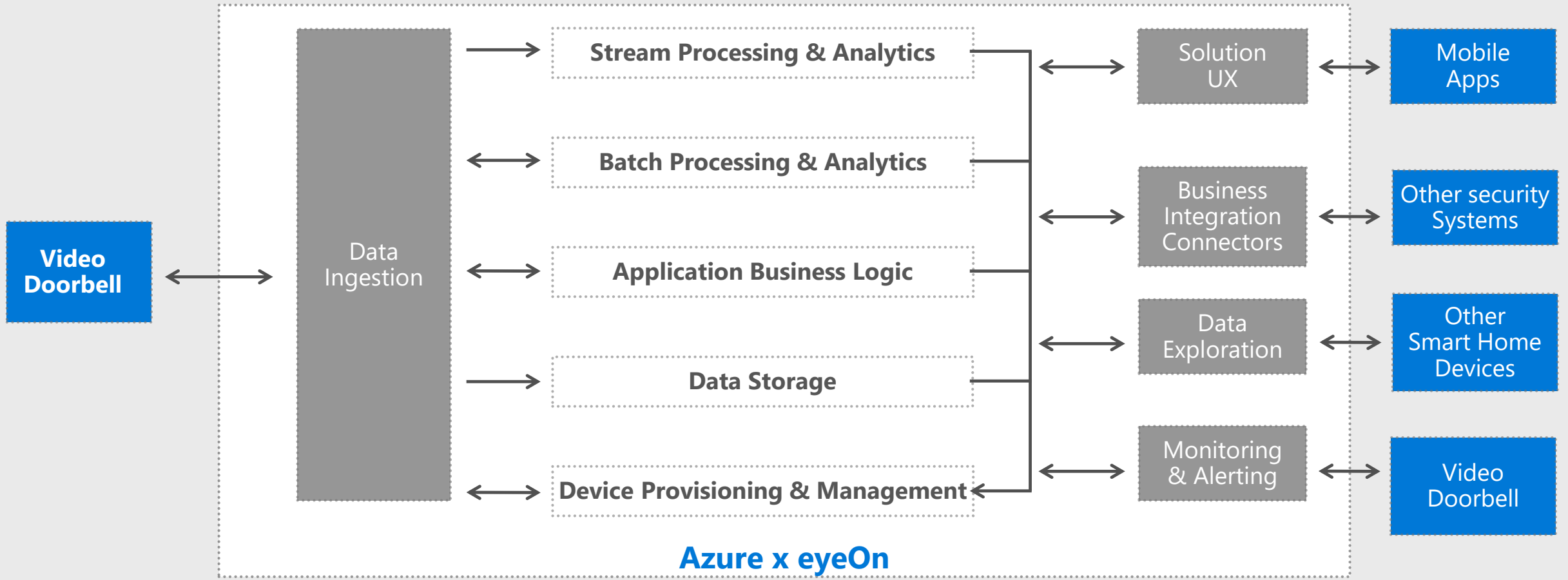
Vision & Voice AI

System Architecture

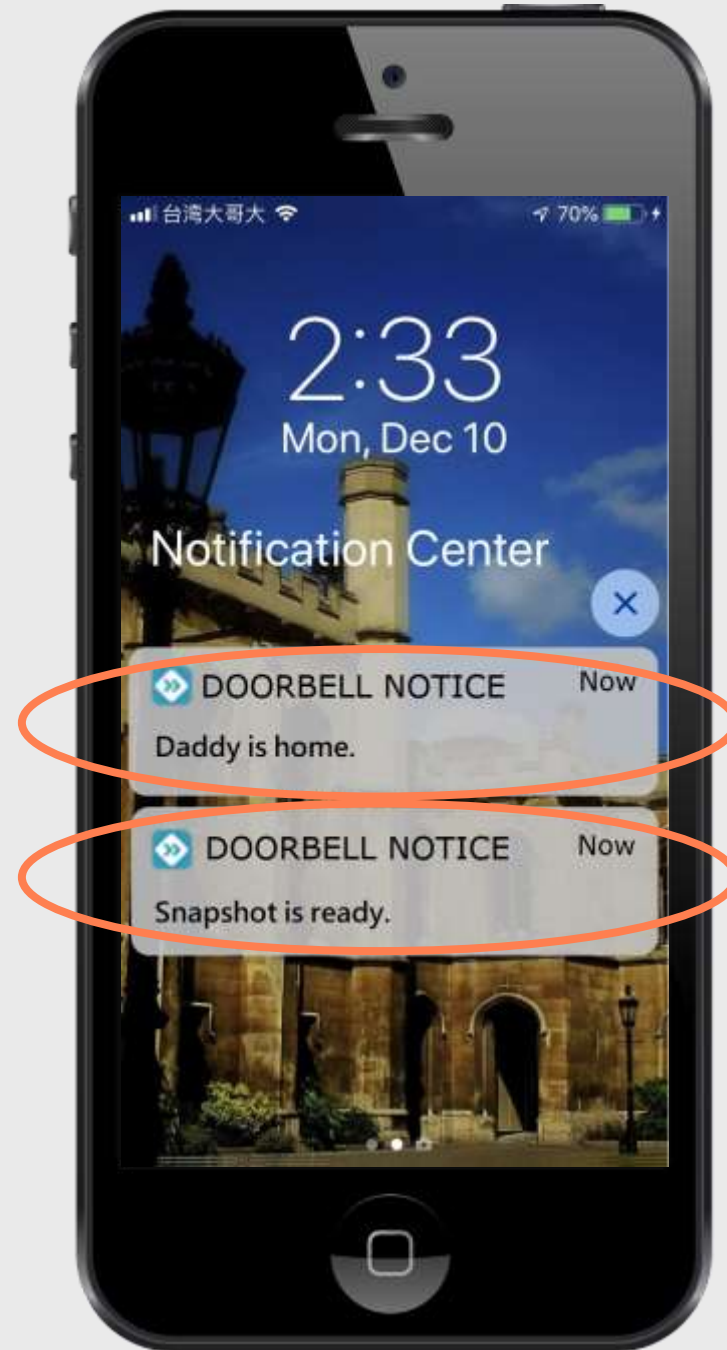
Things & Connectivity

Data & Analytics

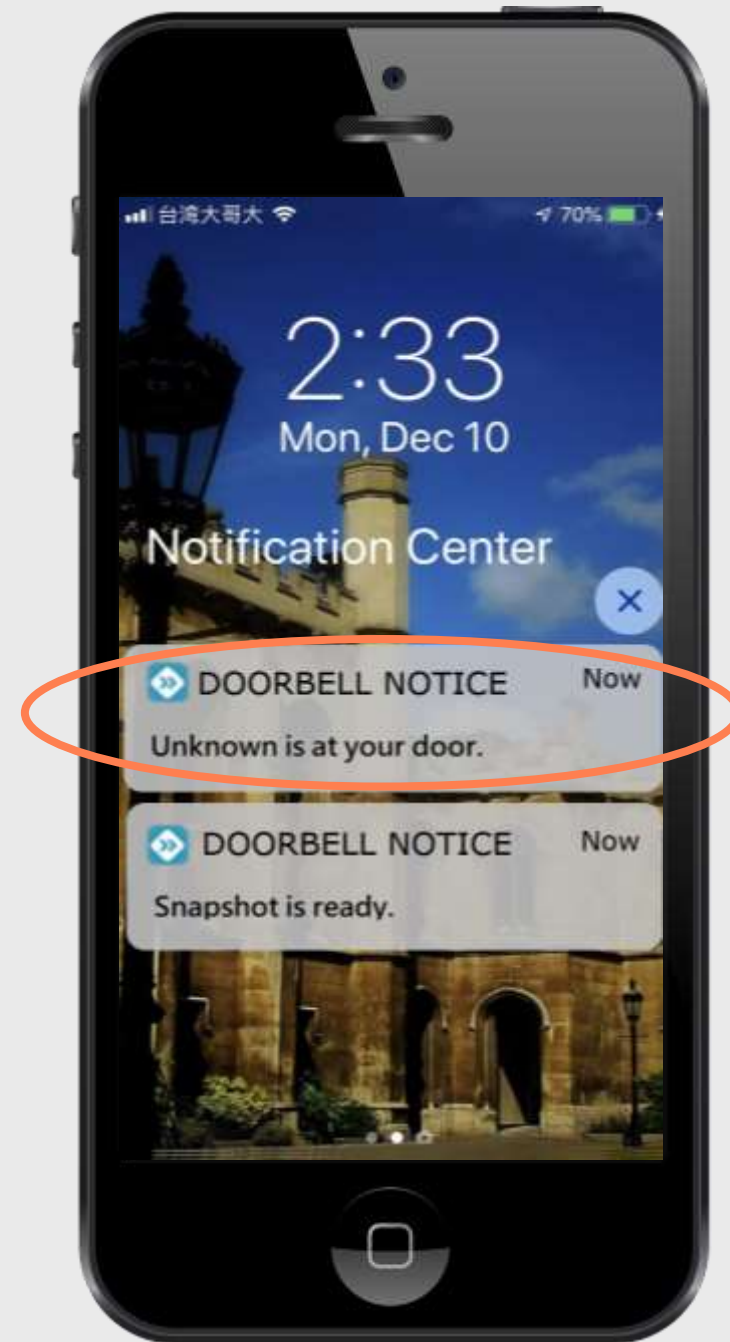
Action



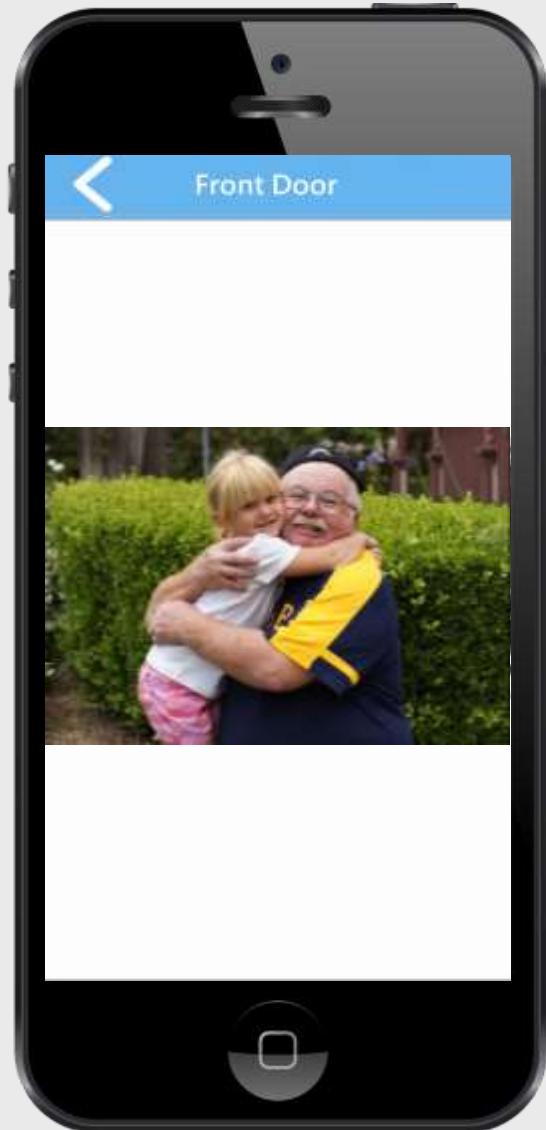
Identify Your Families



Identify Unknown Visitors

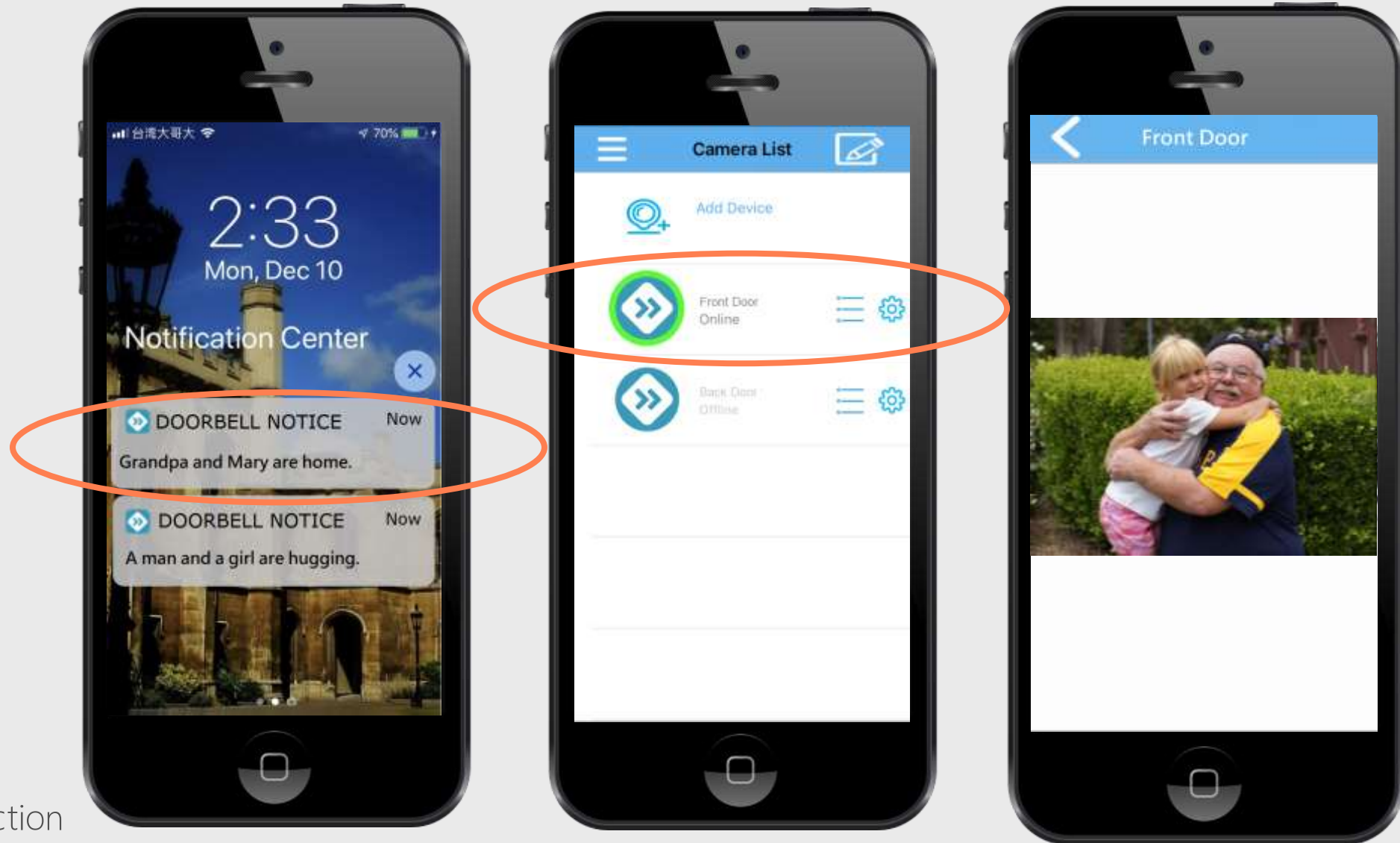


Look Out! What's out there? (Scene Summary)



A man and a girl are hugging

Transfer the Knock-Knock to the Right Person



Interact with Your Visitors via Chatbot



Vision AI in Smart Retail



The Pain Point: Lack of knowledge of customers



Who are shoppers? Who are my customers?



What is my customers' age? Gender? Hair color? Wear makeup?



How do shoppers feel about my product?



What is average dwell time of shopper?

The Fix: eyeOn Shelf Solution



Visualize your customers and shoppers.



Customer Demographics data



Facial expressions record



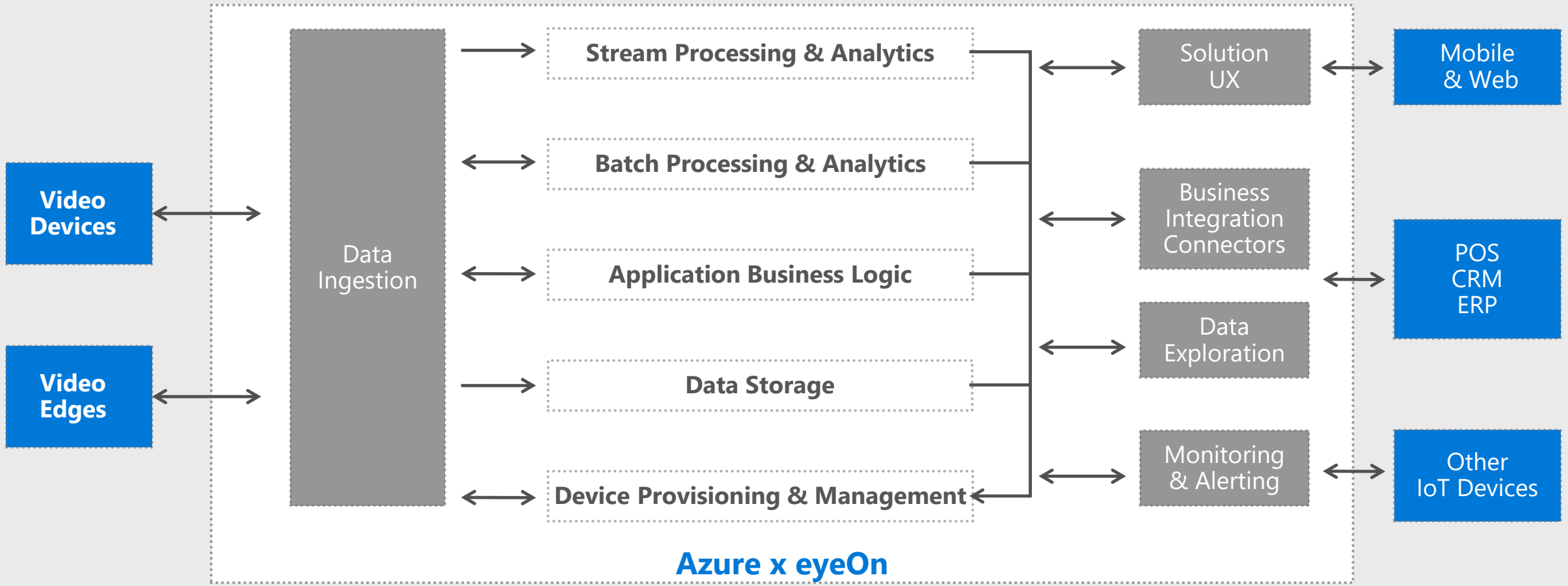
Dwell time data and traffic flow to optimize promotion strategies.

System Architecture

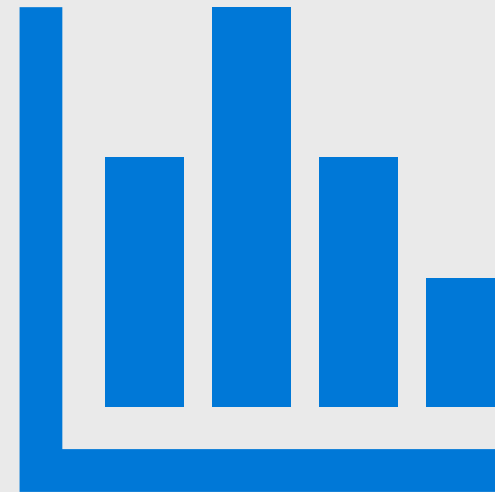
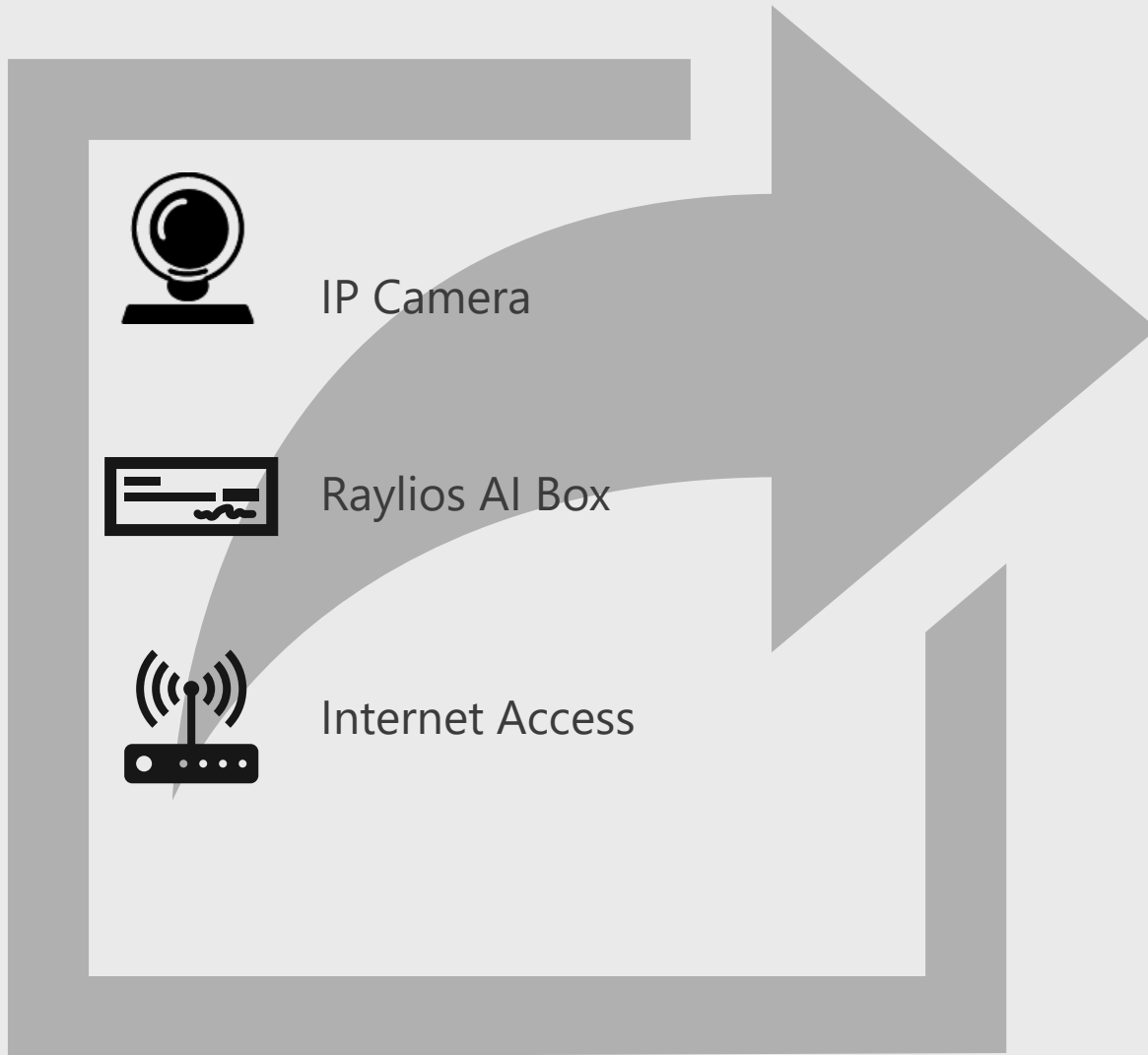
Things & Connectivity

Data & Analytics

Action



Build up an eyeOn Shelf System



Data Analyzed- Output Type I

Camera UID	Face ID	Age	Date	Time	Duration (Second)
AAIKUGCC	A0000085	28	2018/12/04	11:23:10 11:23:13	3
AAIKUGCC	A0000086	14	2018/12/04	11:37:00 11:37:02	2
AAIKUGCC	A0000087	33	2018/12/04	11:37:15 11:37:18	3
AAIKUGCC	A0000088	27	2018/12/04	11:40:18 11:40:25	7
AAIKUGCC	A0000089	29	2018/12/04	11:44:00 11:44:10	10

Data Analyzed- Output Type II

Face ID	Emotion	Eye makeup	Gender	Glasses	Hair Color	Lip Makeup	Smile*	Hair Bold*	Camera UID
A0000085	Neutral	No	Female	Yes	Black	No	0.014	0.16	AAIKUGCC
A0000086	Happiness	No	Male	No	Black	No	1.0	0.1	AAIKUGCE
A0000087	Neutral	No	Female	No	Brown	Yes	0.0	0.09	AAIKUGCD
A0000088	Neutral	No	Male	Yes	Black	No	0.0	0.08	AAIKUGCC
A0000089	Neutral	No	Male	Yes	Black	Yes	0.0	0.2	AAIKUGCC

Vision AI in Smart Service



The Pain Point: Lack of knowledge of VIPs



Not able to recognize VIP customers.



How to get a quick overview of VIP purchase history?



Is there any product or promotion I can recommend for VIP customer?



How to acquire more information about VIP customers?

The Fix: eyeOn VIP Solution



Watch & notify when a VIP visits (Facial Recognition)



Link up CRM/ POS/ ERP



Provide taylor-made promotion program to VIPs



O2O customer behavior analysis

Flexible Data Integration (Example: CRM)

The screenshot displays the Microsoft Dynamics 365 CRM interface for a contact record. The contact name is 'RAYLIOS' (ID: raylios-22022). The '摘要' (Summary) section is circled in orange and contains the following data:

連絡資訊	
年齡	39
最後到訪時間	2018/12/6 下午 01:41
最後到訪表情	一般
最後到訪笑臉程度	0.00
最後到訪眼鏡樣式	眼鏡
最後到訪偵測攝影機 ID	ESICRMTESTID
禿頭係數	-----
頭髮顏色	-----
有無口紅	<input type="checkbox"/> 否
有無眼裝	<input type="checkbox"/> 否

The right-hand side of the interface shows a '張貼' (Post) section with a text input field and a '張貼' button. Below this, there are tabs for '所有文章', '自動張貼', and '使用者張貼'. A Microsoft Dynamics 365 logo is visible in the bottom right of the post area.

Flexible Data Integration (Example: CRM)

The screenshot displays the Microsoft Dynamics 365 CRM interface for a contact named 'raylios-22022'. The top navigation bar includes 'Dynamics 365', '銷售' (Sales), and '連絡人' (Contact). The main content area shows the contact's profile and a list of visit records. The '拜訪紀錄' (Visit Record) section is highlighted with an orange circle. Below it is a table with the following data:

所屬連絡人	到訪時間	到訪表情	到訪微笑程度	到訪眼鏡外觀	到訪偵測攝影...	到訪截圖
raylios-22022	2018/12/6 下午 01:41	一般	0.00	眼鏡	ESICRMES...	http://52.192.72.83:8805/fi...
raylios-22022	2018/12/6 下午 01:37	一般	0.01	眼鏡	ESICRMES...	http://52.192.72.83:8805/fi...

Vision AI in Industrial Safety



The Pain Point: Employees don't adhere safety guidelines.



When entering a controlled environment, employees didn't wear the correct garments.



Equipment or machine was operated by non-authorized employees.



Workers didn't wear safety helmet or goggles at construction sites.



Buddy punching.

The Fix: Vision AI in Industrial Safety



Dress regulation check & alert



Designated operator check & alert



Restrict area check & alert



Integrated with FA systems

Interlinking IoT Devices & Edges to Azure Eco-system

Thank You !

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IoT in Action