

# Smart retail

Solving business critical challenges to provide a state-of-the-art customer experience



# Key Challenges

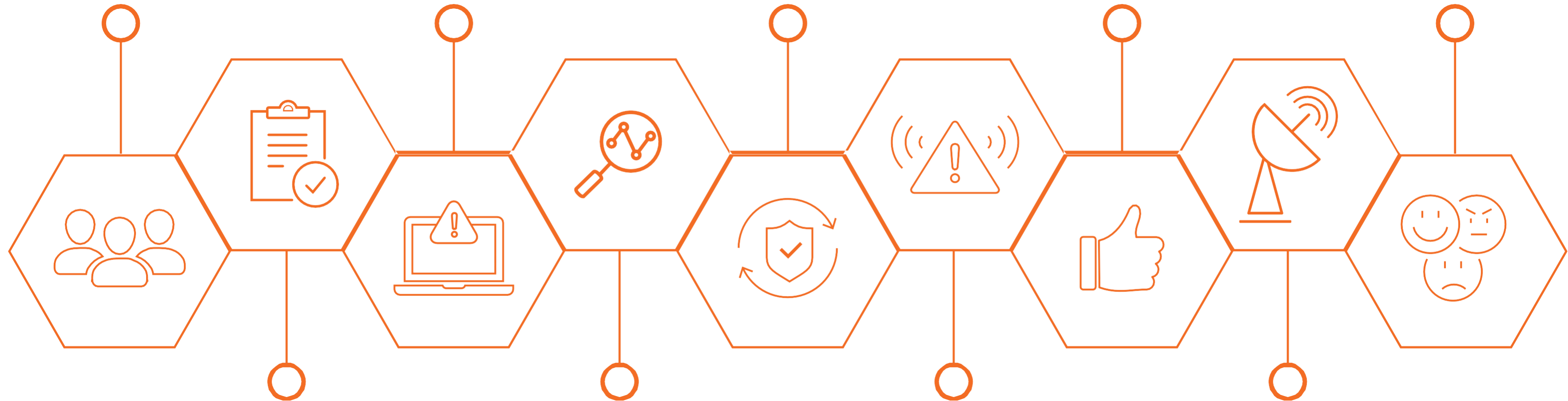
Managing dozens  
to hundreds  
customers at the  
same time

React on-time to  
theft and threats

Maintaining a safe,  
yet unobtrusive  
security protocol

Providing a first-  
class frictionless  
experience to  
customers

Offer personalized  
experience to  
develop customer  
loyalty



Managing stocks  
in real time

Supporting and  
analyzing massive  
video streams

Providing real time  
alerts on stocks  
and store analytics

Overcome network  
bandwidth saturation

# Our pre-trained AI models sets for retailers

## Outside Store

Passing Trade Conversion Reports  
Groups Loitering  
Bicycle on Pavement  
Forensic Search

## Checkouts

Queue Length Reports  
Staff Time At Desk Reports

## Warehousing/Back of House

Intrusion Detection  
High Value Goods Protection  
Smoke Detection

## Parking

Vehicle Count Reports  
Current Parking Occupancy  
Vehicle Speeding  
Vehicle Overstay  
Abandoned Vehicle Detection

## Entrances

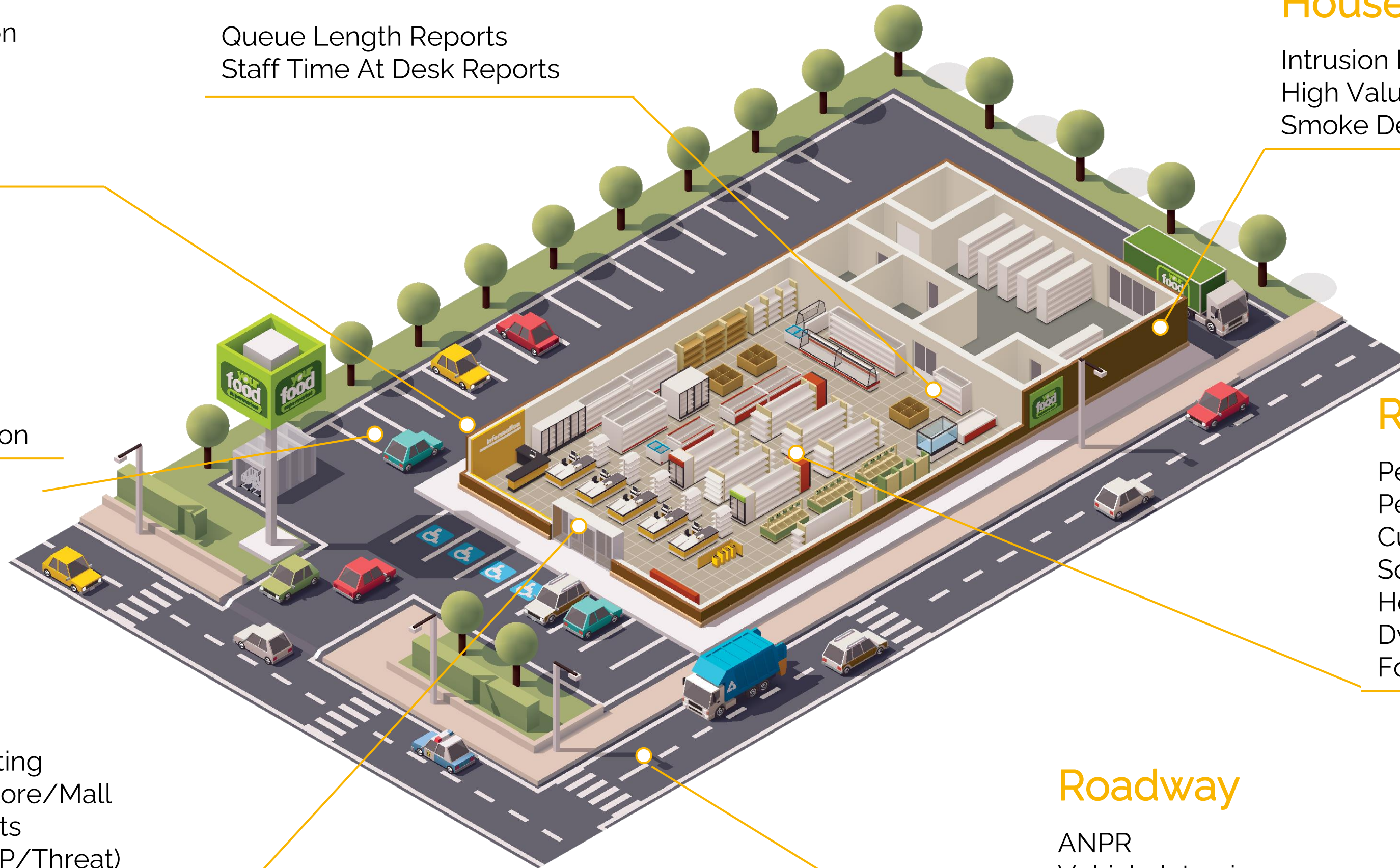
Unique Visitor Counting  
Customer Time in Store/Mall  
Demographic Reports  
Watchlist Alarms (VIP/Threat)  
Face Blurring  
Face mask detection

## Retail Space

People Counting (By Area)  
People Counting (Occupancy)  
Customer Flow Heatmaps  
Social distancing monitoring  
Heatmapping  
Dwell Time  
Forensic Search

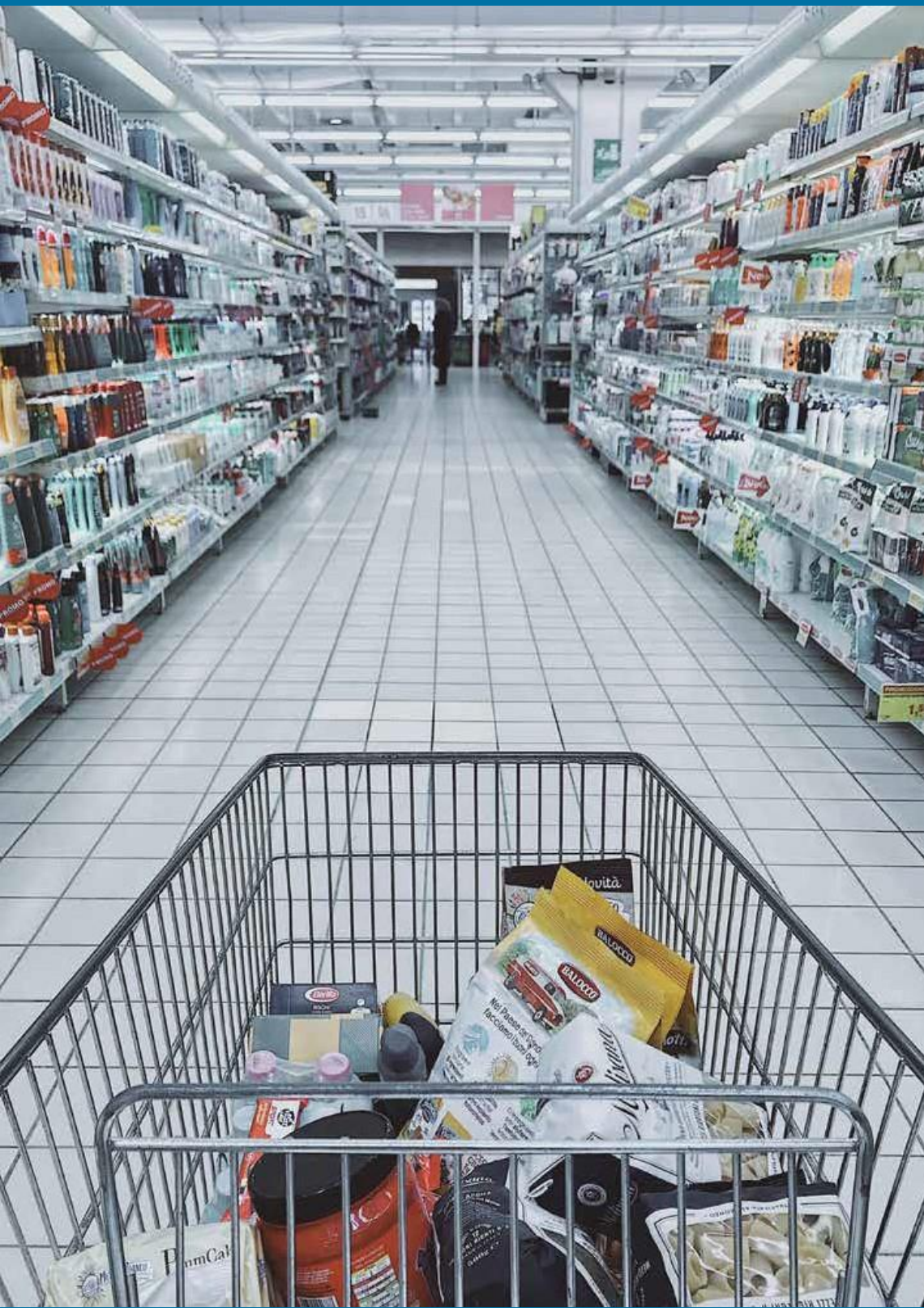
## Roadway

ANPR  
Vehicle Intrusion  
Wrong-way Detection  
Forensic Reports  
Face Recognition  
Abandoned Vehicle Detection





# Capabilities for solving these challenges



Atos Computer Vision Platform automatically converts your video into crucial metadata so that you can dramatically improve response times, drive operational efficiencies, and open new business models. Thanks to this intelligent overlay of metadata, you can receive alarms for specific behaviors and events, perform forensic searches and produce informative reports based on this data.



## Open New Business Models

- Leverage CCTV footage to understand passenger flow in retail areas.
- Deploy staff more efficiently to match usage statistics.



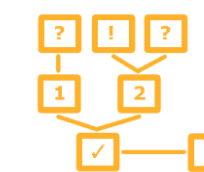
## Improve Security Response Time

- Never miss an incident with automatic round-the-clock incident detection.
- Liberate your control room security staff and deploy staff more effectively.



## Reduce Operating Costs

- Receive real-time updates and alerts on pain points i.e., areas which are prone to overcrowding
- Spot trends and patterns in reports that can be used to inform next steps.



## Reduce Delays

- Respond faster to passengers in need thanks to customizable solutions for 'lost children', 'people with reduced mobility' and more.
- Visualize passenger flow and opportunities for signage improvements.





# Why is edge computing key in smart retail ?

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With edge-enabled intelligent stores, retailers can take real time decisions and benefit from real time analytics to drive a state-of-art frictionless customer experience. Processing data at the edge through AI algorithms reduces shrinkage, eliminates stockout, and enhances visibility into in-store customer behavior to optimize merchandising.

Retail stores leverage data from cameras and sensors to provide valuable analytics that enable smart decision- making, improve operations, and increase efficiency.

Furthermore, real time analytics at the edge is key to deliver fast customer checkout experience without compromising on security and the risk of theft.





# Store analytics.

## BENEFITS



Optimise Store Usage



New Business Models



Improve Productivity



Reduce Loss

Crowd density - Heatmap



Retail floor spaces are hugely complicated and optimizing how this area is laid out, allows you to maximize product turnover, avoid losses and can help to drive profit.

Using video analytics, you can create heat and usage maps to optimize floor layout and how staff use their time.



## Optimising Customer Flow Through Heatmaps

### Atos Computer Vision Platform in motion

Understanding how and where customers spend their time in a store is very valuable information for retailers.

VISuite's AIVA engine anonymously detects and tracks people as they walk through each camera view. Their route and time taken is collected into reports and can be converted into heatmaps detailing their visit in real time.

Retailers can use this data to reorganize the store to maximize customers time spend browsing. The data can inform where to place promotional displays based on where footfall is highest and can then measure the impact of the new product placement.



# A frictionless customer experience thanks to real time analytics

## 1 Check in

When a customer enters the store, they scan their phone to check-in.

Their physical presence is registered on Atos Computer Vision platform and they can begin their frictionless experience.

## 2 Analytics

During the shopping experience, cameras track them, identify the product selected (and put-backs) which helps eliminate billing errors and will provide analytics to offer personalized promotions during and after the experience.



## 3 Post shopping experience

Thanks to AI & machine learning, all analytics linked to a customer are kept and used to send personalized promotions for future shopping experiences.



# Warehousing & back of house

## BENEFITS



Improve Health and  
Safety Compliance



Improve  
Productivity



Reduce Loss



Learn more in the  
warehouse brochure

Warehousing and back of house areas are critical to the efficient operation of retail stores, but are a key area of risk, inefficiencies, and potential losses.

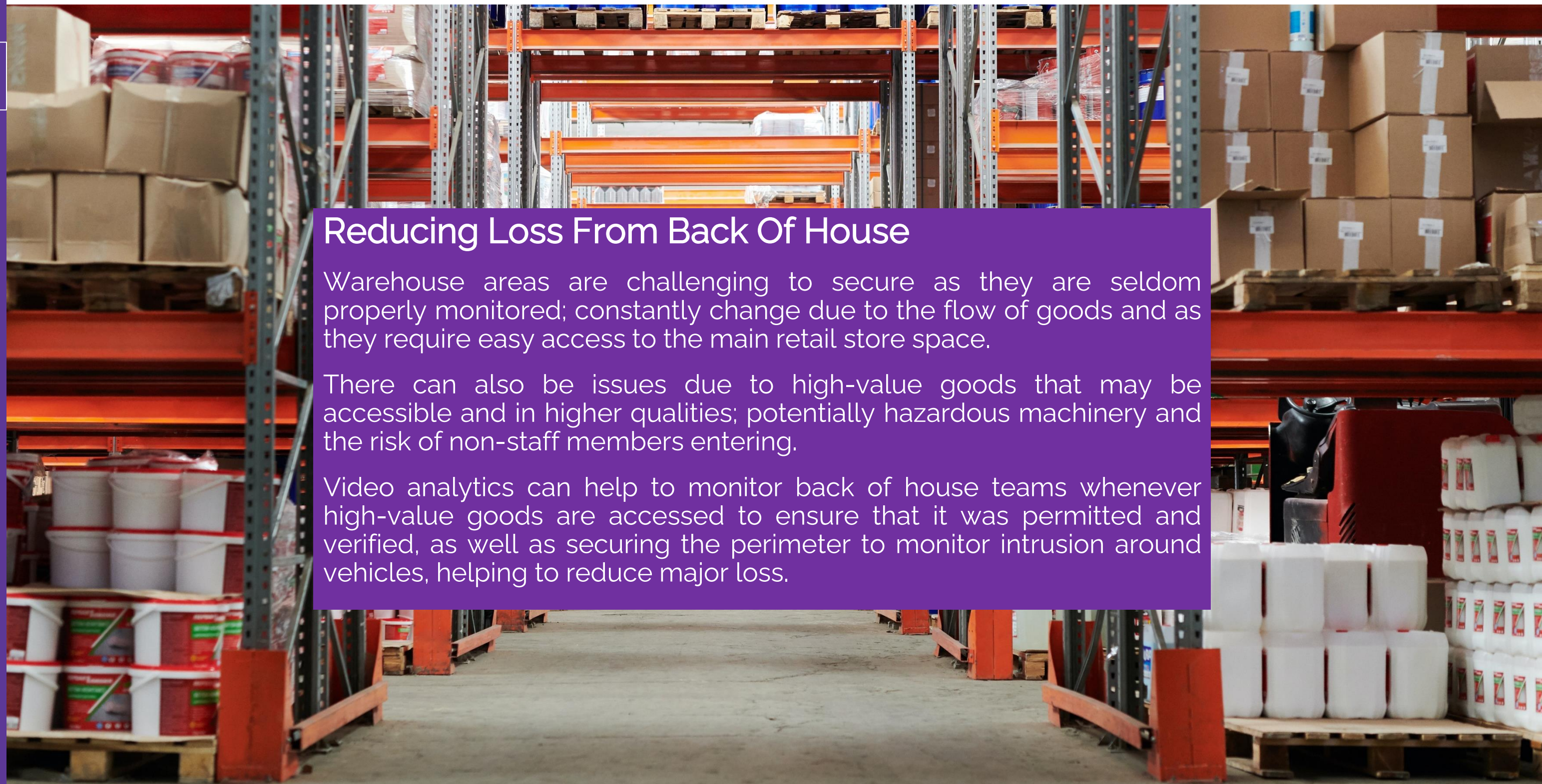
Video analytics can help monitor these areas to better understand staff performance, to avoid intrusion or notify when high value goods areas are accessed, and to monitor for health and safety violations.

### Reducing Loss From Back Of House

Warehouse areas are challenging to secure as they are seldom properly monitored; constantly change due to the flow of goods and as they require easy access to the main retail store space.

There can also be issues due to high-value goods that may be accessible and in higher quantities; potentially hazardous machinery and the risk of non-staff members entering.

Video analytics can help to monitor back of house teams whenever high-value goods are accessed to ensure that it was permitted and verified, as well as securing the perimeter to monitor intrusion around vehicles, helping to reduce major loss.





# Parking and Roadways

## BENEFITS



Optimise Store Usage



Improve Customer Experience



Improve Health and Safety Compliance

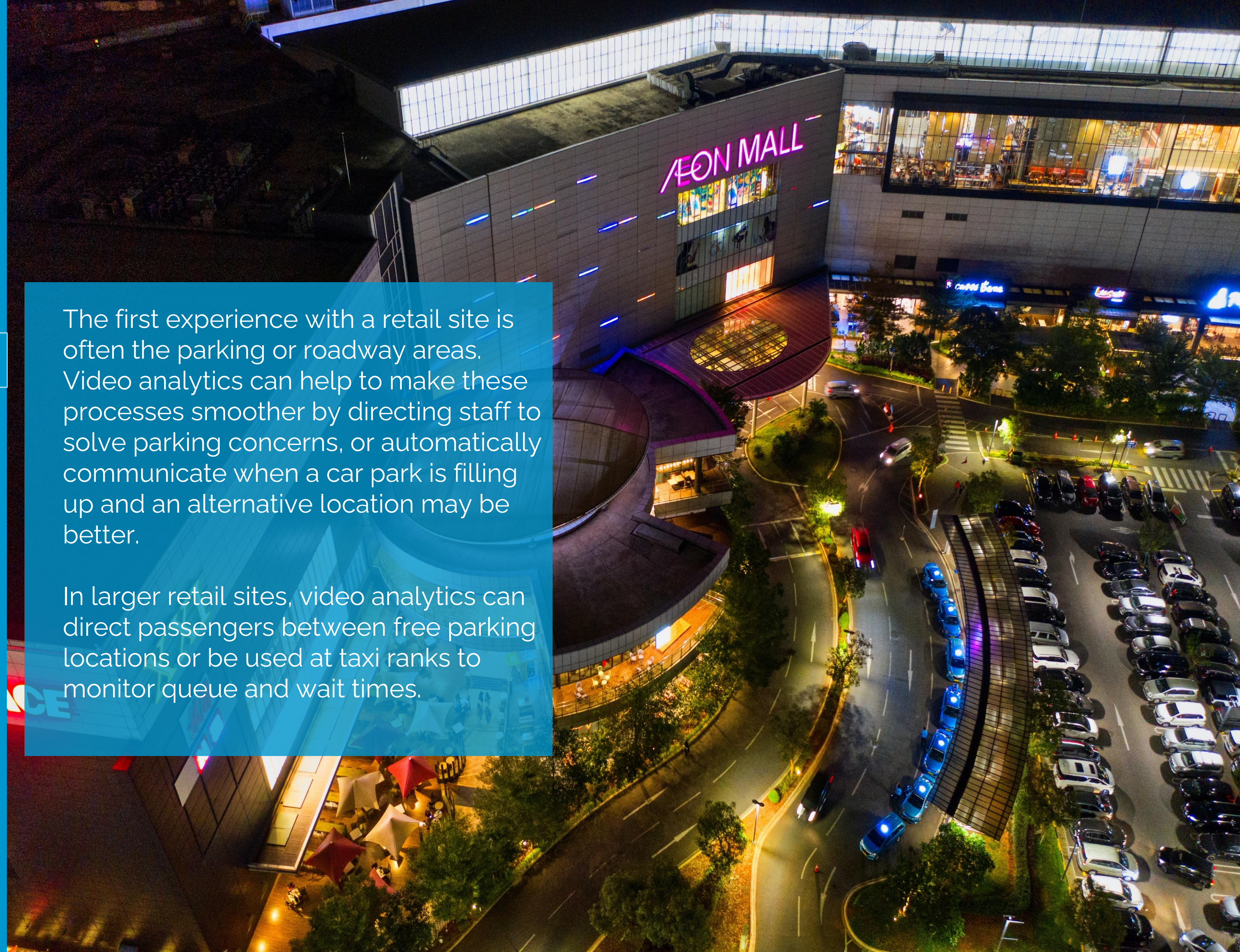
Illegal parking

Loitering detection



The first experience with a retail site is often the parking or roadway areas. Video analytics can help to make these processes smoother by directing staff to solve parking concerns, or automatically communicate when a car park is filling up and an alternative location may be better.

In larger retail sites, video analytics can direct passengers between free parking locations or be used at taxi ranks to monitor queue and wait times.





## How to manage parking without increasing staffing?

Atos Computer Vision Platform's software stack, VISuite, can work on most camera types to upgrade their capabilities. By reusing the cameras previously installed in parking areas for security reasons, Ipsotek can monitor how many parking bays are available and display the results in real time.

Thanks to 3rd party integrations via the PSIM, such as with neon-lit notice boards, customers can save time by being directed to areas where there is free space. This data can also be used retrospectively to work out how the parking area could be better organised. VISuite can also compare passing trade statistics with the number of vehicles to work out whether the parking is being used for other purposes, such as nearby schools.



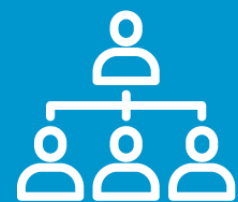


# Petrol Filling Station

## BENEFITS



New Business Models



Improve Productivity



Optimise Store Usage



Reduce Loss

Smoke detection in a refinery

Loitering detection



The dual-challenge of high costs and the increasing popularity of electric vehicles means that fuel retailers must decide between either cutting costs or offering more benefits (charging points, car washes etc.).

Video analytics automatically monitors sites that allow for safe operation with reduced or no staffing.

### Automating Petrol Forecourts

One of the biggest fears for all fuel retailers is the risk of sparks or fire breaking out on their site. Atos Computer Vision Platform has received fire safety approval in the UK to monitor petrol forecourts and can help to mitigate these risks through AI-enhanced video analytics.

The control room receives a direct alert via fibre or 4G for smoke, vehicle overstay, people without vehicles and more. It means that immediate action can be taken, such as operators disconnecting pumps or using the intercom system to warn about problematic behavior.





# Theft and threft prevention

Using existing camera systems, retailers can install computer vision applications running on the shop floor to analyze detect theft temptation and abnormal behaviors in real time.

## Theft

The system can detect ticket switching and mis-scans in real-time at the point of sale, in the aisles and at store entrances. Alerts are triggered in real time to prevent the person to leave the store.

## Threats

The system detects any abnormal situation that can lead to a physical threat. An alert is triggered before a dangerous situation can occur.

On average, a typical retailer is losing 1.4-2 percent of its sales due to shrinkage.





# Store analytics and operations

## Store analytics

Online-shopping data and in-store data generated from points of sale, cameras, and sensors are ripe with insights that can help determine customer preferences.

The system provides:

- customer demographics
- Flow and Path map analytics: identifies popular and unpopular store aisles
- customer dwell time
- number of unique visitors.
- Dynamic Signage

With a better understanding of shopper behavior, retailers can improve store merchandising, increase overall sales, and deliver a better omni-channel experience for their customers. They can even break down product interest by age and gender to group similar products for the target customer.

## Store operations

Focus on customer facing tasks  
Less time on inventory counts  
Less time on replacing misplaced items  
No scanning for out-of-stock situations

BullSequana Edge servers powers the cameras in the aisles to scan items on store shelves to check stock levels, correct shelf location, and price accuracy.

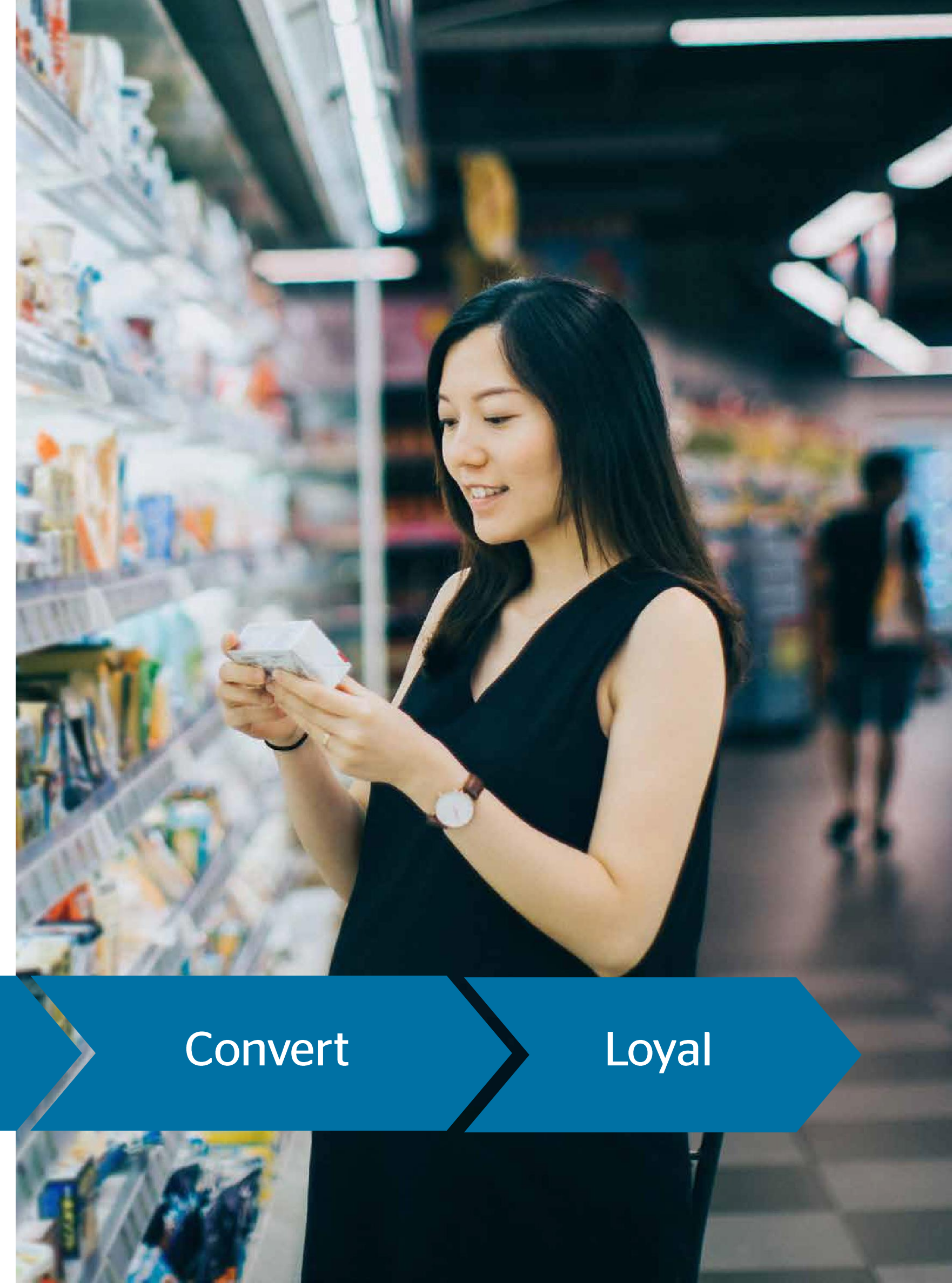
Aware

Attract

Engage

Convert

Loyal





# Computer Vision Platform

The highly scalable end-to-end computer vision platform

Pre-trained  
& customizable  
AI models



One hardware & software  
platform providing pre-trained &  
customizable AI models enriched  
by Atos computer vision experts  
through a worldwide labs.



# VISuite



VISuite empowers automation in CCTV applications through premium high end video analytics for live response and forensic investigations. It has been successfully deployed in mission critical solutions globally, across multiple verticals. VISuite is at the forefront of the Artificial Intelligence revolution backed by strong global patents.

[Learn more](#) >





# Full range of edge computing servers from edge datacenter/cloud to far edge

Atos Computer Vision Platform is based on compute intensive servers allowing cloud to edge computer vision models to process data in real time anywhere, whatever business constraints

## BullSequana Edge nano



Plug & play analytics in a compact & ruggedized server

[Learn more](#)



## BullSequana Edge



AI inference and training outside the datacenter

[Learn more](#)



## BullSequana SA20G



AI inference & training inside the datacenter

[Learn more](#)



## BullSequana X451



High performance computer vision computing for training

[Learn more](#)

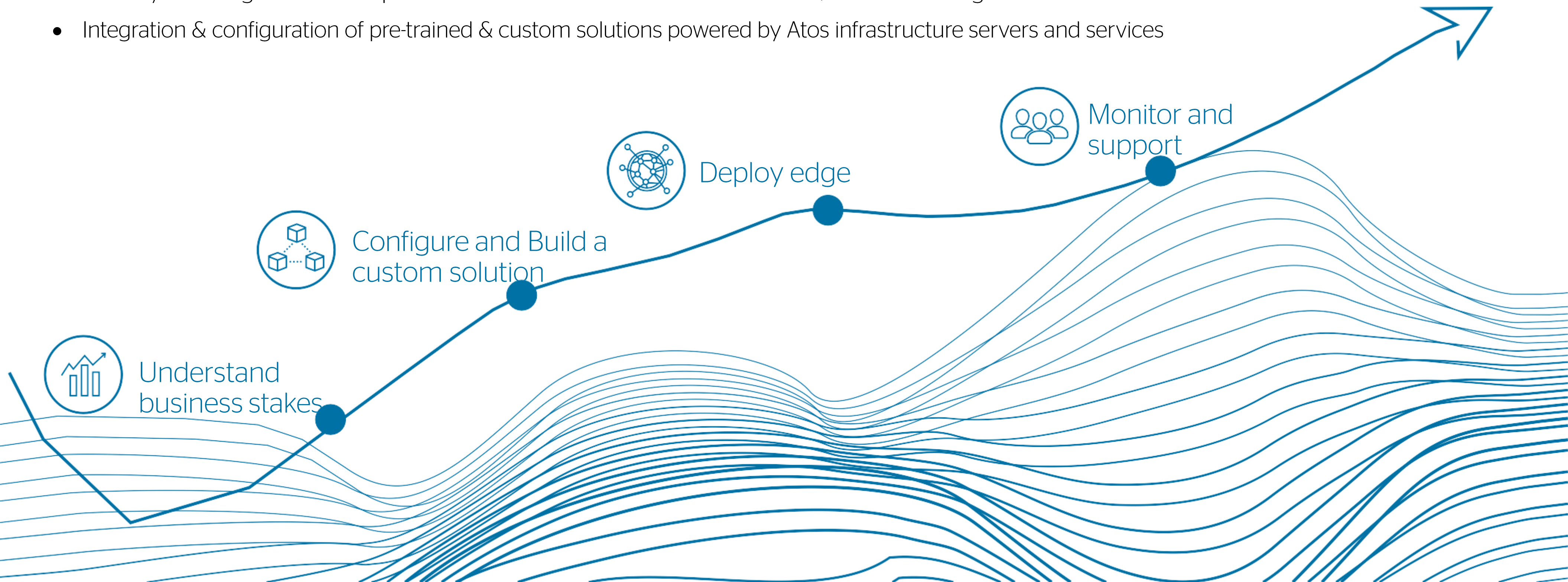




# | Atos delivers an end-to-end computer vision approach

We take into account your existing infrastructure and your priorities, to go from idea to realization. The Atos approach combines business and technology expertise and accelerates the passage from idea to implementation.

- Delivering custom service with our worldwide expert labs
- Delivery & managed service to provide the best model to the customer APEX/OPEX Consulting
- Integration & configuration of pre-trained & custom solutions powered by Atos infrastructure servers and services





Atos positioned as « leader of leaders » in Edge AI (Global)



Source: ISG Research 2021

Internet of Things - Services and Solutions

Artificial Intelligence on the Edge

Leader Global

**\*ISG** Provider Lens™

Quadrant Study

2021





# Further information

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Let's start a discussion together

