REACH

NEXT GENERATION DATA INCUBATOR

ENTICE

Pick&Go vending tech

Patricio Alemany

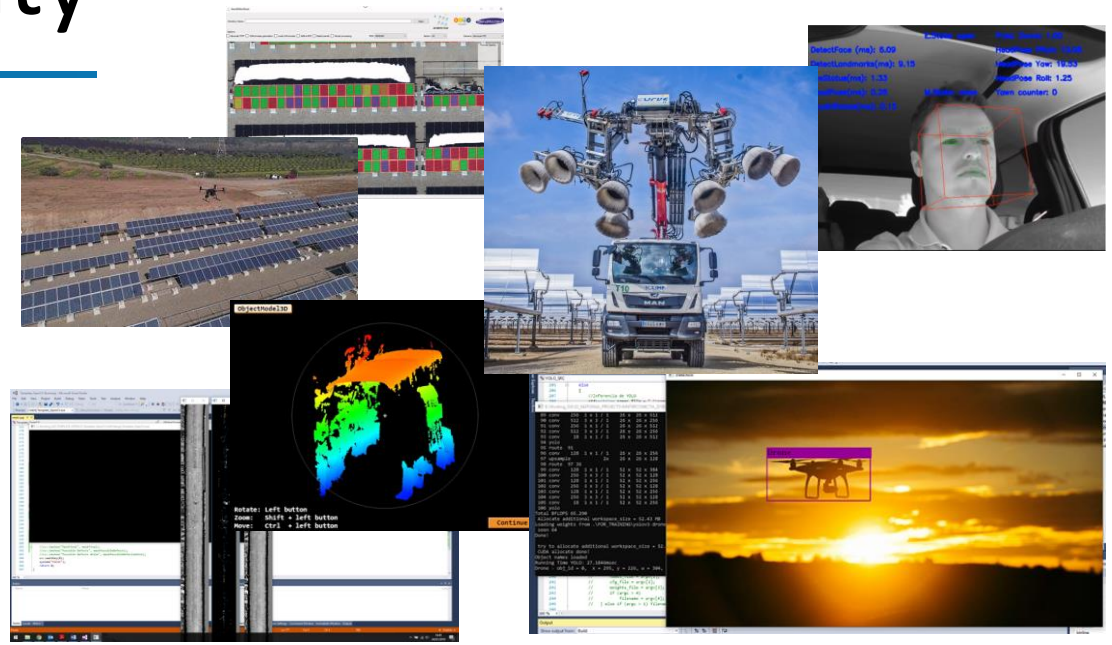
RoviMática
ROBÓTICA - VISIÓN - AUTOMATIZACIÓN

31 Jun 2023

Rovimatica Operational Capacity

Team Experience Building Business:

- The company has been growing in revenues and staff since its creation.
- The company has passed two main worldwide crisis (Lehman Brothers and COVID-19)
- ROVIMATICA, +16 years of experience developing customized solutions in computer vision
- + 6 years of experience using AI (Deep Learning) for image processing.
- + 6 years of experience embedding AI algorithms in Edge computing platforms.
- + 50 engineers and technicians
- + 15 countries implementations



Our clients are our best recognition:

GROUPE RENAULT, AIRBUS, MERCADONA, Verdifresh, Valeo, Beam Suntory, Calidad Pascual, REPSOL, gmv INNOVATING SOLUTIONS, syngenta, DCOOP, Capgemini, Ford, ABB

Main Team Members:

Patricio Alemany
Co-founder. Business Director
+ 23 year experience

Alvaro Flores
R&D Director
+ 5 year experience

Fernando Palacios
Co-founder. Technical Director
23 year experience

Victor Cantillo
Computer vision Senior Eng.
+ 5 year experience

Pick&Go vending Technology

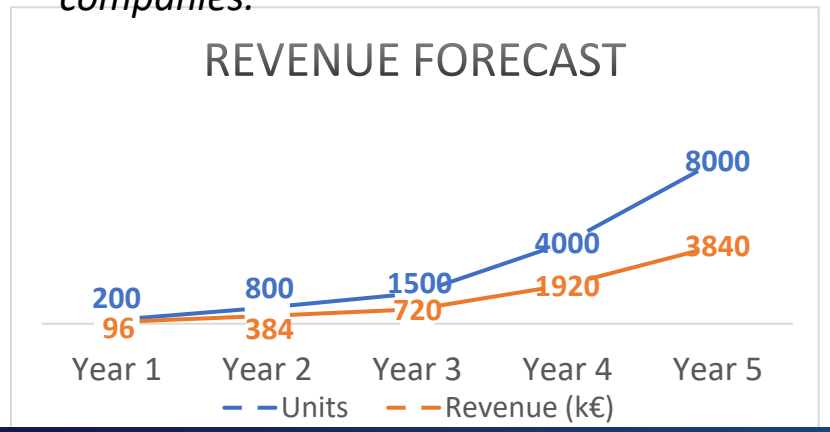
Section Challenge: Object Detection from images (Data Provider Migros).

ENTICE is: object detection, tracking, hand detection, group detection.

Third party collaboration: **CartGuard** company. AI for data from shopping cart

Business Model:

- ***Retail-as-a-Service (RaaS):*** *We are considering a SaaS model, where customers would pay a recurring subscription fee to use ENTICE.* ***Price: 10€/month per camera****.*
- **Partnership Models:** *We could also establish partnerships with retail chains or other technology companies.*



Competitors:

AiFi amazon go Kroger

Market Size: As example, 91% of the spendings in the US are in physical stores. Size of offline retail is **$4.5 trillion**, where online retail is $409.2 billion.

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THANK YOU

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