



SAFE
VISION

CREATED BY: **INGENIOUS TECHNOLOGIES LLC**



Our Business Philosophy

Intelligent Vision Monitoring Solutions

Safe Vision is a pioneered project in the field of Artificial Intelligence where we use the advanced technologies and methods to improvise and maintain the standards of vision monitoring systems. With our advance solutions we can achieve real time reports and analytics which will help organizations improve their productivity.



Report automation and prompt alert systems



Assuring the best quality and monitoring service

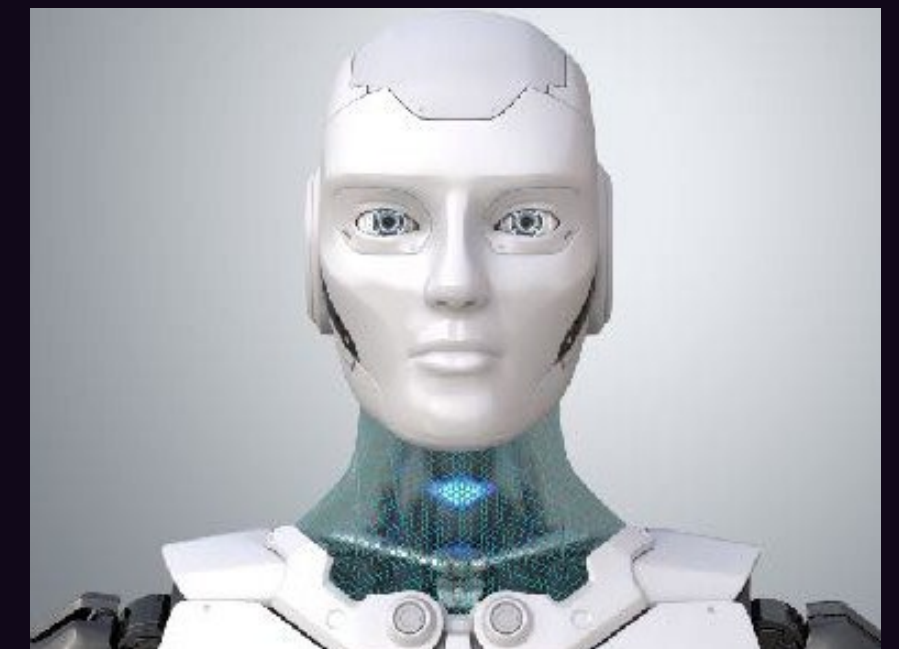


Dashboard analytics and Productivity insights

The Present Challenges

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The Present Challenges



01.

Oversight or Negligence

When things go unnoticed due to personnel being involved in many other tasks.

02.

Trainings are not effective

Many people do not follow the instructions given during the training programs as they tend to forget or choose to neglect.

03.

Lack of Reports

There is no track of individual behavior, and there is a lack of reports for every occurrence of an incident

04.

Lack of calculated approach

In the field of analytics the tools do not provide the right approaches or insights for making any calculated approaches.

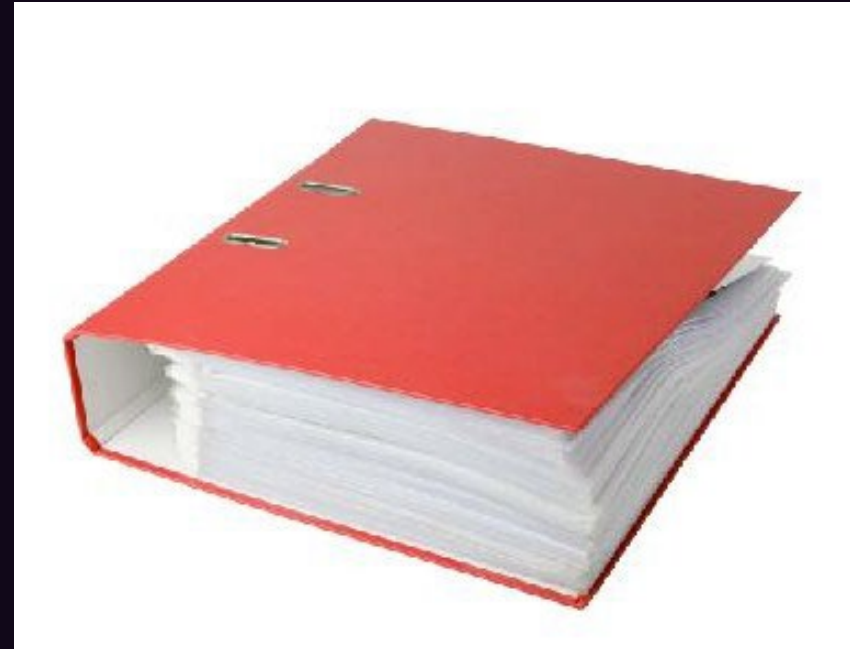
The Present Solutions



01.

Manual Reporting

In many workplaces the safety reports are being generated manually by the onsite safety officers who would make a record of all the events happening on site



02.

Physical Records

Many of the records for safety and analytics are stored manually and will be difficult to derive any insights from them



03.

Mobile Apps

Mobile applications are used to record and report incidents related to safety.

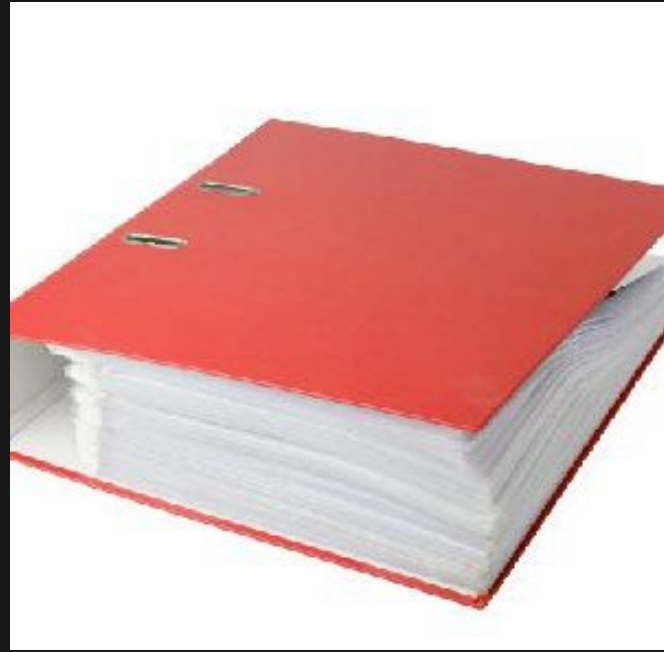


04.

Sudden Inspections

Unplanned inspections and audits are done to confirm the site safety conditions.

The challenges of Present Solution



The present systems are able to achieve the daily operational requirements in the industry. But using these systems it is difficult to derive any insights and is heavily dependent on human intervention which can go neglected or unnoticed. This makes it difficult to work on enhancing the productivity and forecasting the effect of any changes or decisions made on the environment.

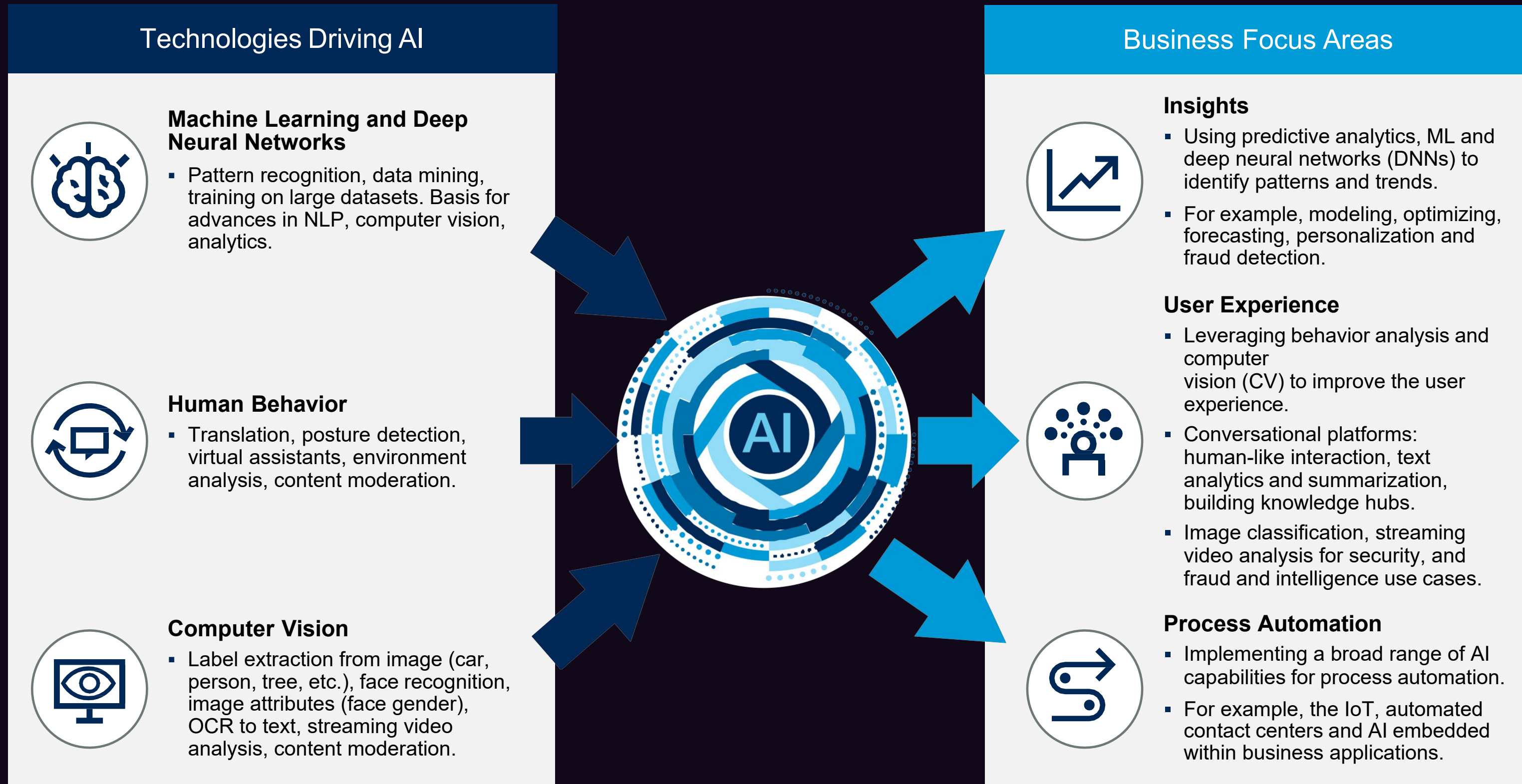
The market also has some advanced video solutions that work on providing the insights but lack the predictive capabilities using insights to help management in the decision making process.

Our Solution

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AI Technologies to Drive the Business Use Cases

AI Technologies Driving Business Use Cases



The Solution



To enhance the available hardware on the site, we use CCTV setups or using any type camera systems to detect, analyze and produce alerts for the customers to provide safe, secure and reliable information.

- Real time alerts
- Provides continuous monitoring
- Effective deduction of hazards
- Crowd analytics and demographics
- Transparent reporting and individual updates
- Equipment & personnel search in the area
- Predictive analytics on the environment
- Productivity updates using behavior analytics

How Does the Solution Work



Capture

Cameras are first installed in places where we would like to monitor, The data is then captured and fed to AI algorithms



Make the System

The data captured in the previous step is then introduced to the AI system to make it understand the different scenarios, scenarios of potential hazards, near miss and many other

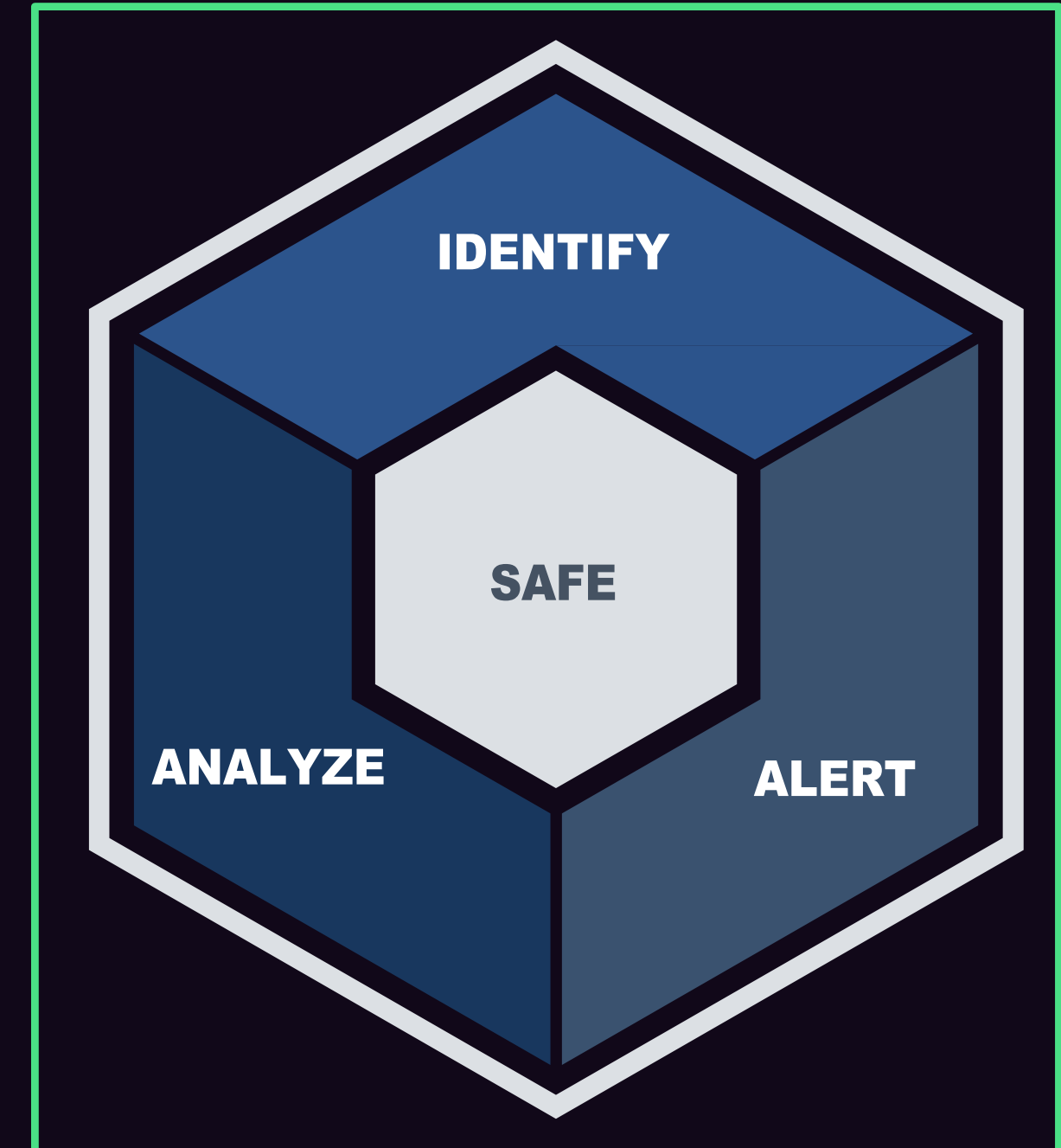


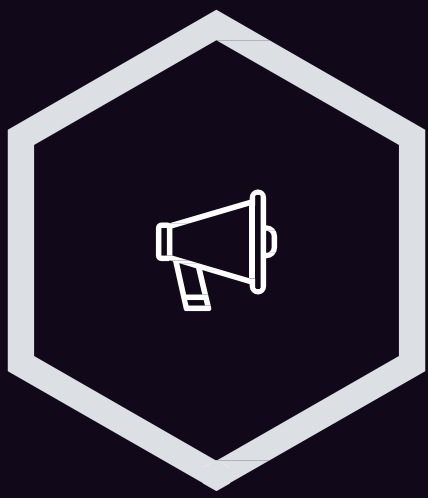
Start Monitoring & Receive

Once enough data has been given into the algorithm the system then starts classifying scenes and starts self learning



Once the system starts capturing data predictive models and insights are generated to help the customers and clients to make decision which could impact productivity, sales and cost savings.





Challenges we can overcome with our solution



Reduce Overhead Cost



Reduce Damages



Reduce Hidden Costs

As per our survey the main problem of the present market related to safety



Meeting legal
obligations of
PPE



Employee
non-compliance



Educating the
workforce in the
correct use of PPE



Monitoring
correct use of
PPE

Our Solutions, helps you bridge these gaps for a better safety and productivity.

Verticals

3

Verticals



Construction



Crowd Analytics



Manufacturing



Laboratories



Food Industry

Use Case Models

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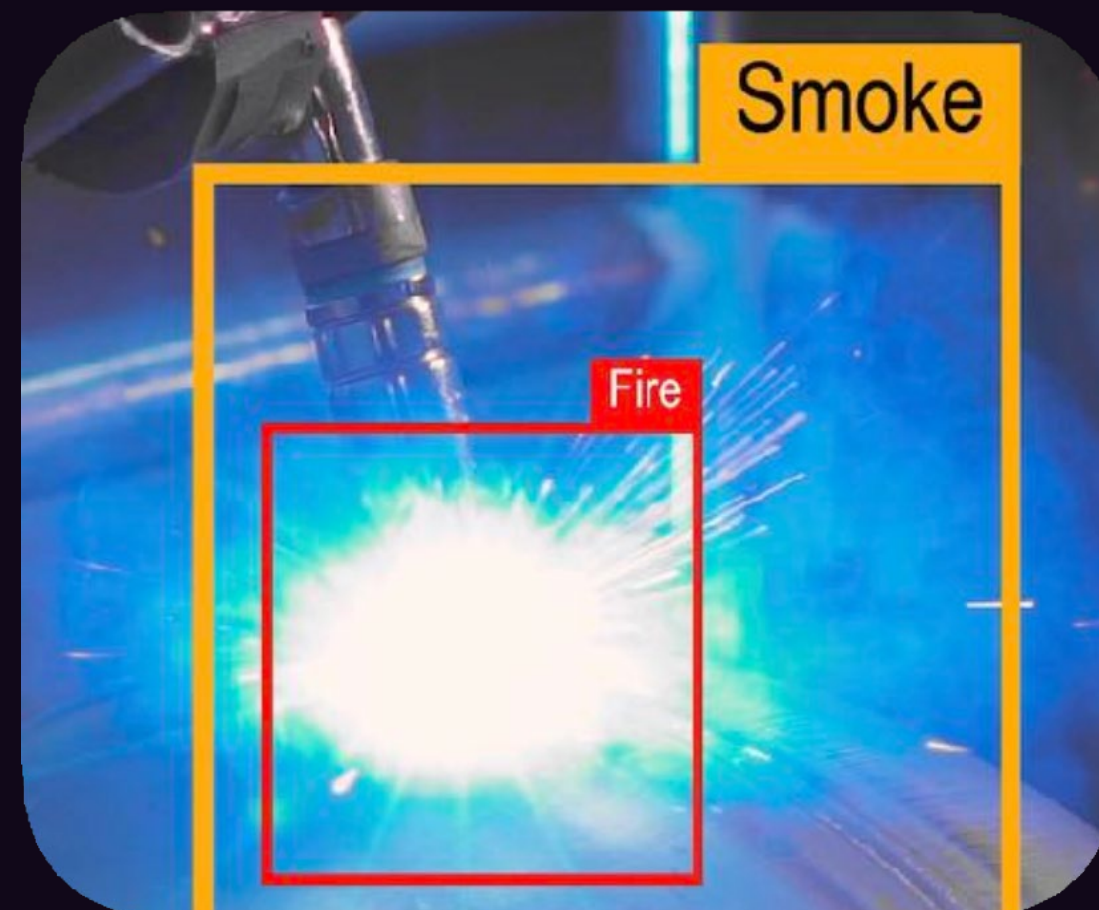


Top Use Cases In Construction, Manufacturing and Production



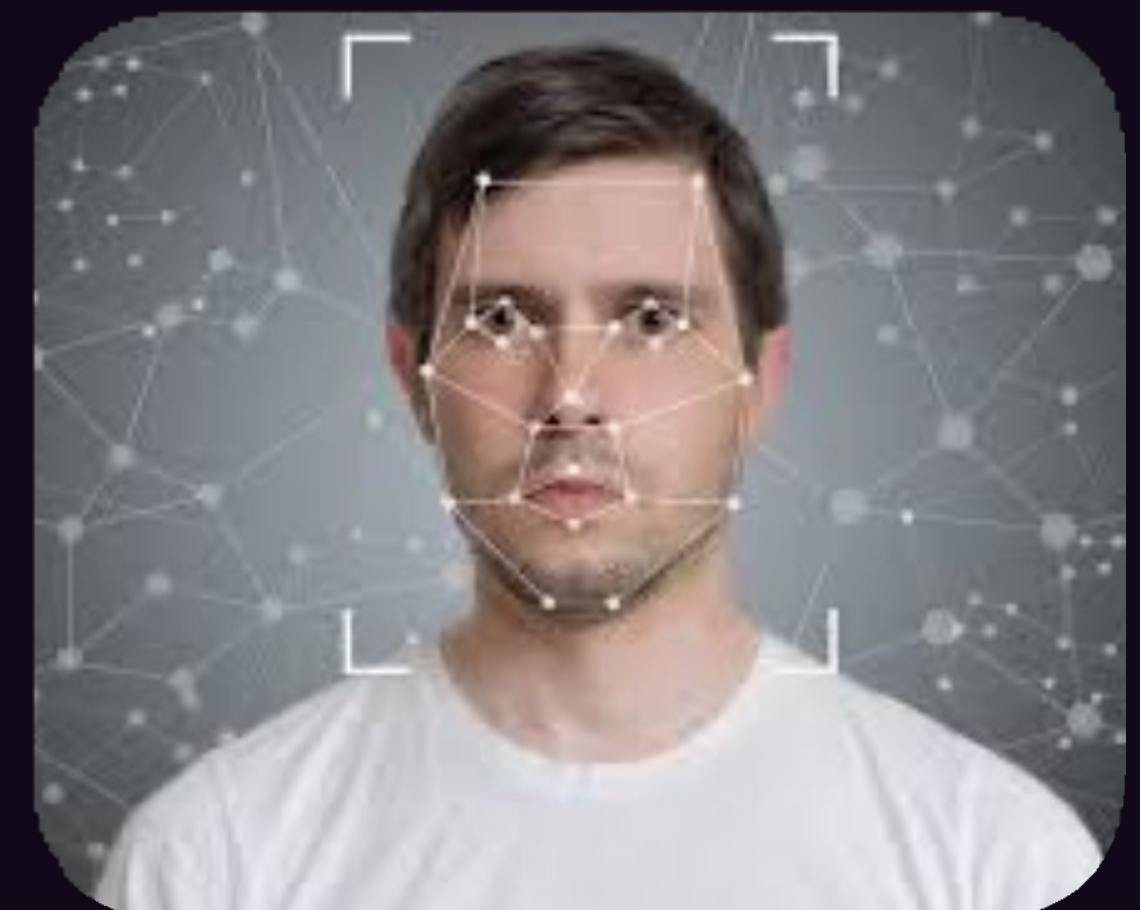
Safety Focus

Using our Intelligent Safety Solutions we will be focusing the complete safety gear(PPE) along with the top cited OSHA violations which can be avoided by enhanced vision monitoring systems.



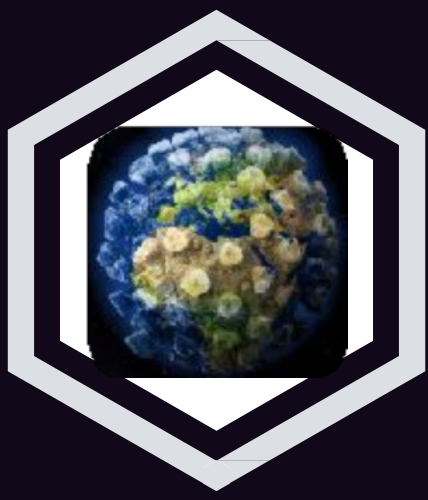
Fire & Smoke

Our system uses vision recognition to identify any spark, fire or smoke in the surroundings and can immediately send alerts to the concerned person.



Face Identification

The cameras available on site can also be used to identify the persons working on site.



Our use cases to prevent the spread of COVID-19



Thermal Scanning

Using thermal cameras, and intelligent black body systems our solution can automatically identify the temperature of individuals and report any anomalies.



Social Distancing

To help prevent covid, social distancing plays a vital role and the solution helps identify violations creating hot spots for the management to take appropriate care.

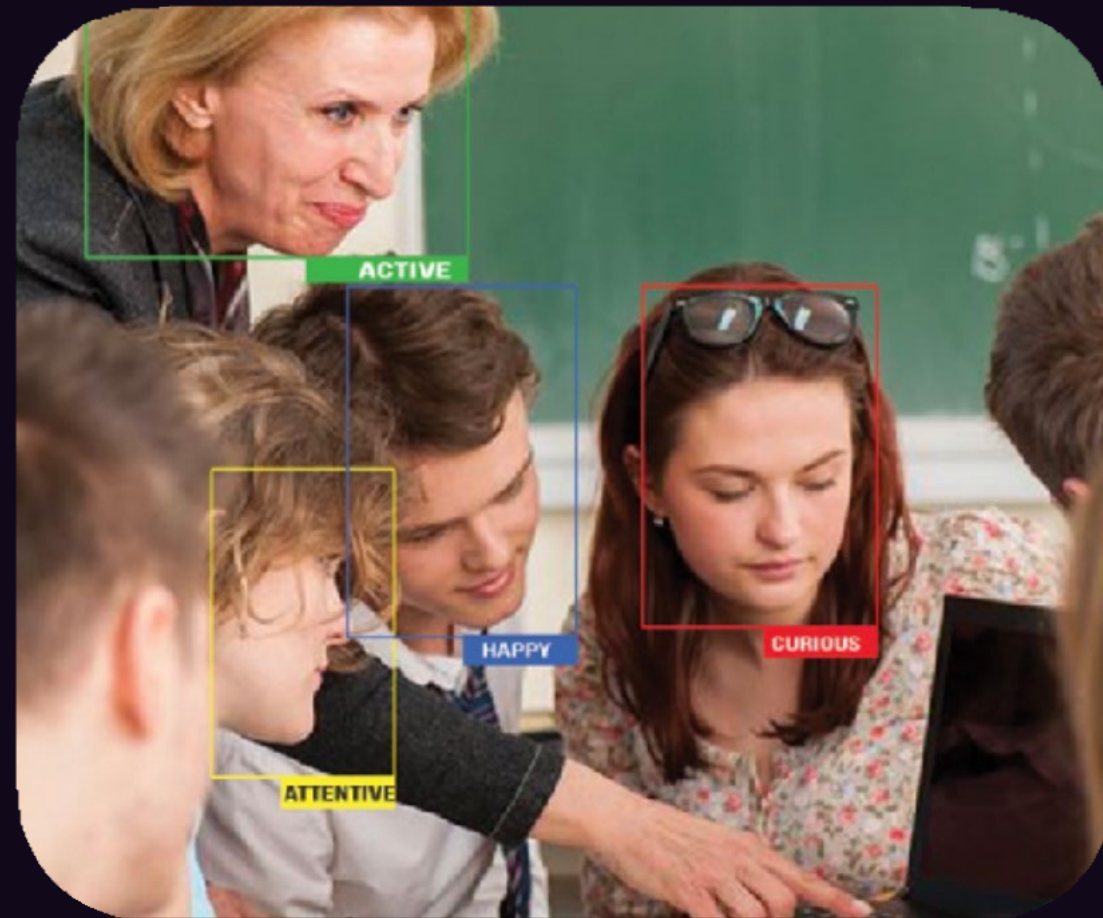


Face Mask Identification

Our solution identifies if all the people are wearing face masks when in a public place.



Use Cases In Education



Behavior Analysis

Safe Vision provides all kind of different behavior analysis for the of students in a class, which can be recorded to improvise the standards and effectiveness of imparting the lecture.



Interactions

The same system can be used to capture all interaction between the students and the teacher to analyze the deliverability of the class.



Face Identification

The cameras available on site can also be used to identify the students and capture their attendance.

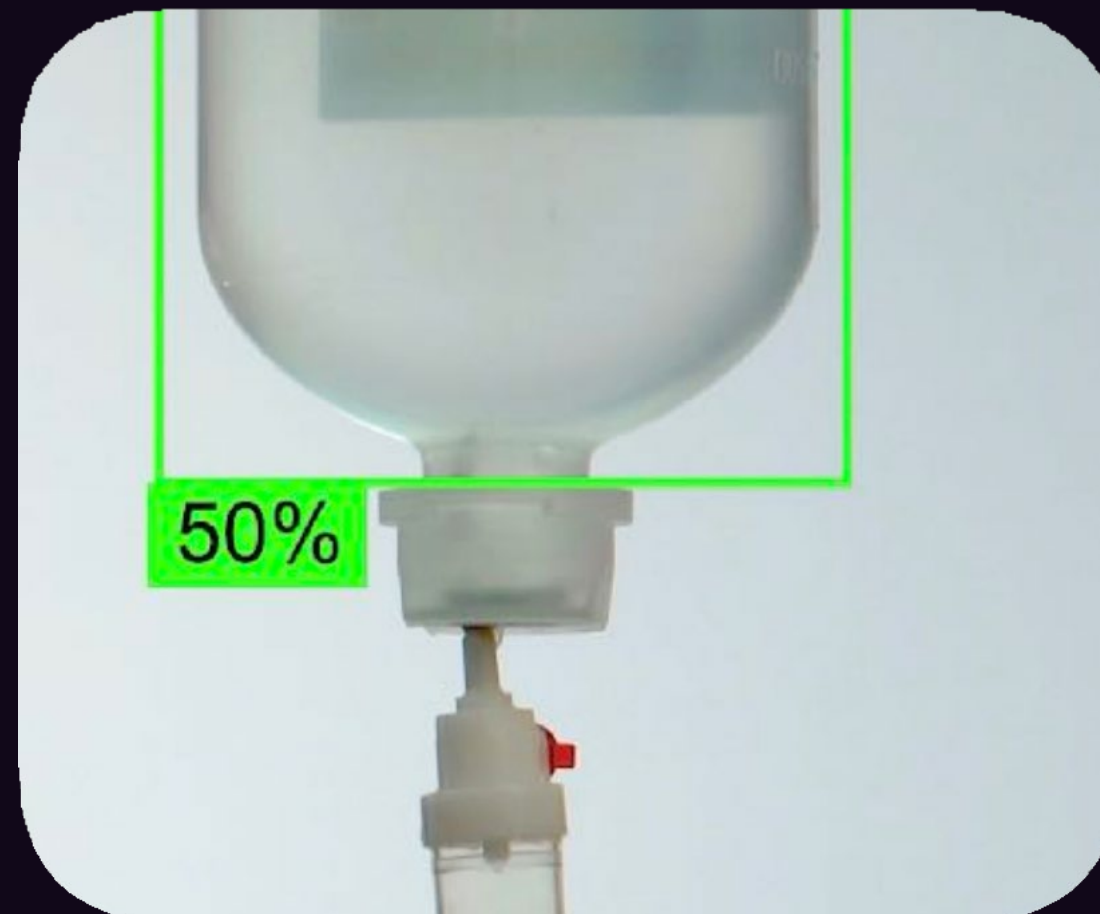


Use Cases In Healthcare



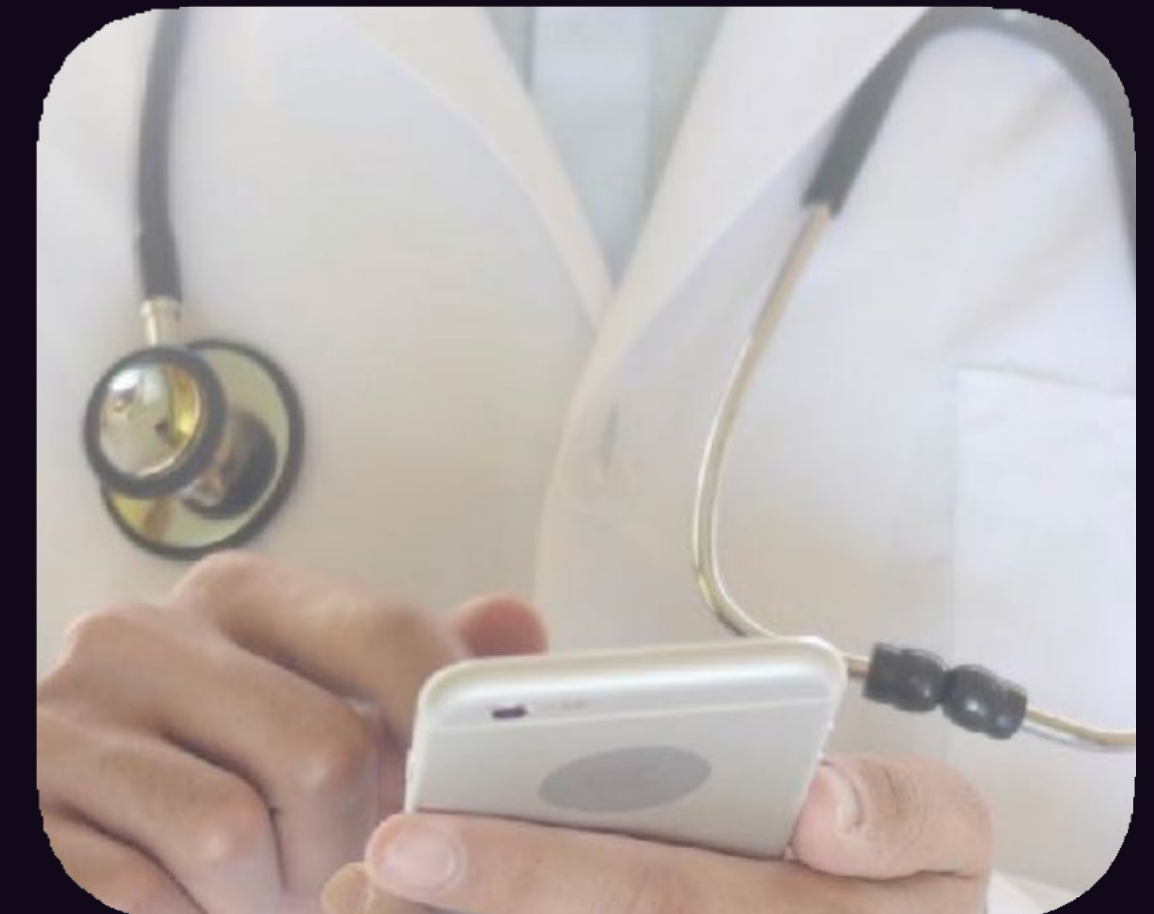
Behavior Analysis

Safe Vision provides complete patient behavior analysis, and automates records to log things happening during the treatment



Equipment

The system can also be used to record the medicines being provided to each patient along with time stamps and status reports



One Dashboard

Our solution creates all records, medicine reports and behavior analysis into one dashboard which the doctors can use to assess the improvements of the patient.



Use Cases In Crowd Analytics



Crowd Analysis

Safe Vision provides analysis on the behavior of the crowd, which can be used in different verticals to track their behaviors



Demographics

The system can also be used to record the demographics such as count, gender, age etc.



Advertisement Analytics

The system can be used to track different type of ads like billboard, signboards etc, to capture the footfall, time spent while viewing and much more.



Use Cases In Vehicle Detection



Vehicle Analysis

Our System provides complete analytics on number of cars present, car types, models, color and much more.



Number Plate Recognition

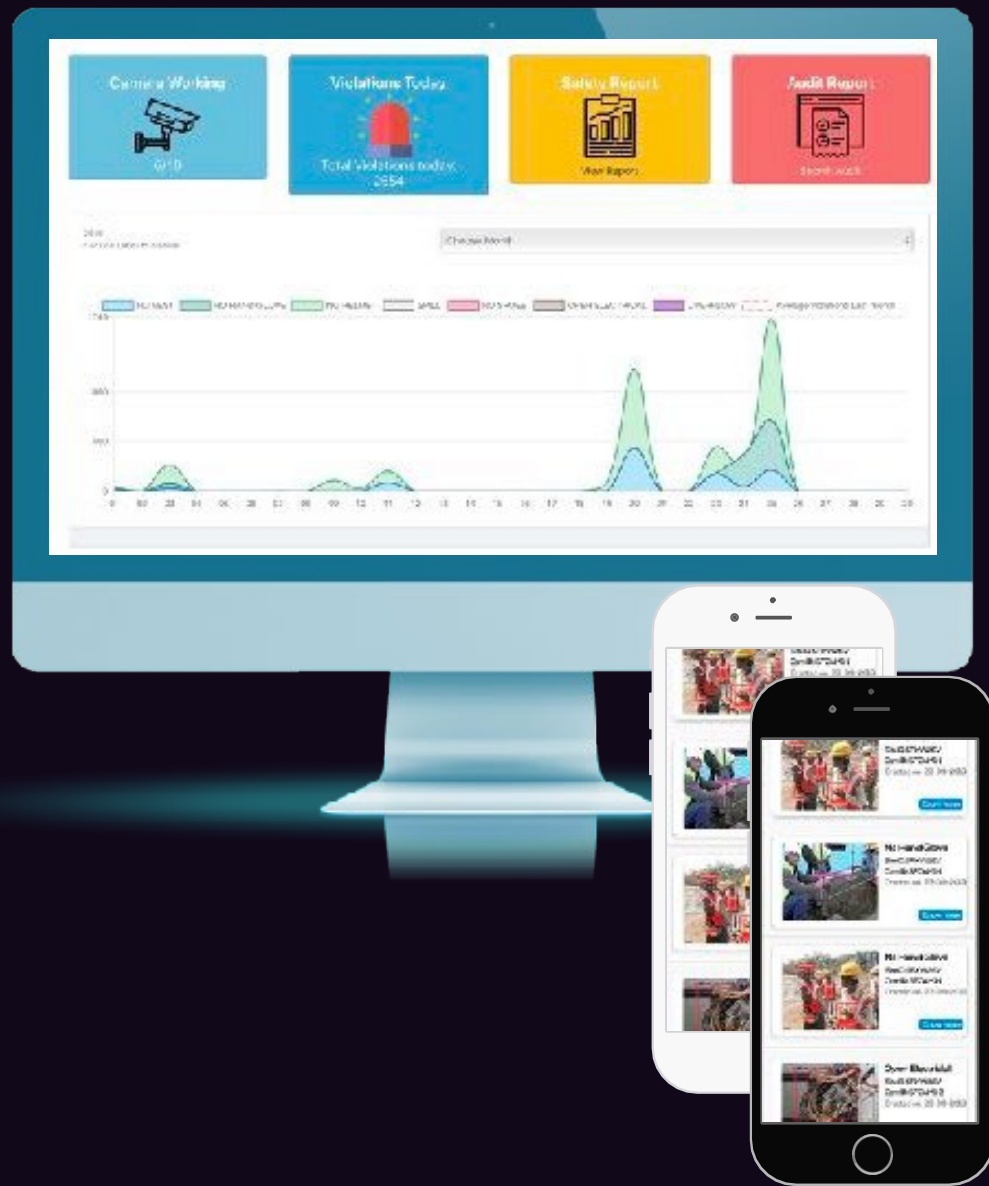
The system can recognize and assign each car to its number plate.



Vehicle Average Speed

The system can be used to track average speed of a moving car in the frame using any cctv camera.

Features of the solution



Instant mobile alerts and complete analytical & predictive dashboard



Identifying Individuals and monitoring their behaviors



Identifying all PPE gear actively in any working environment



Identifying any potential hazards or accidents



The solution identifies the equipment's and can notify when asked for.



Providing crowd behavior



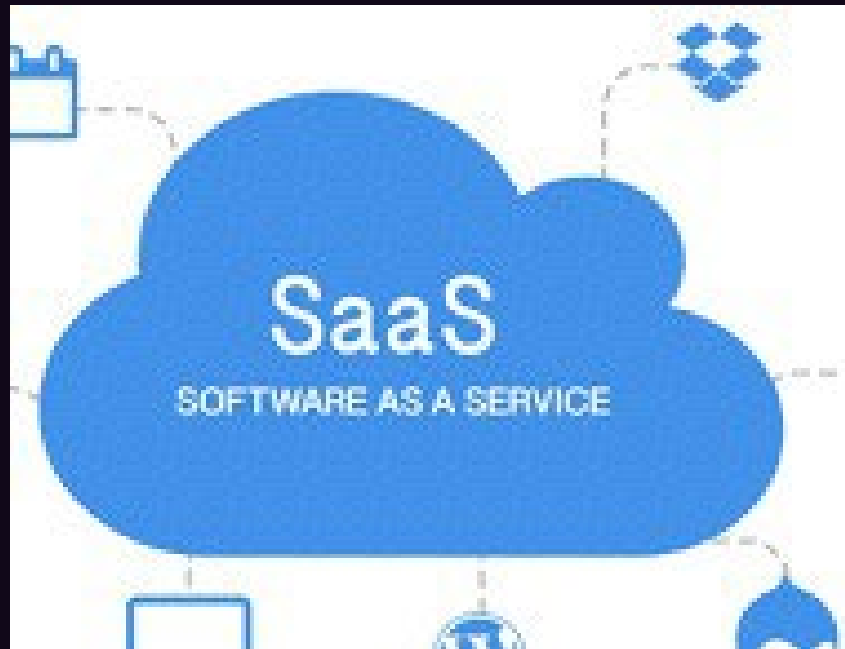
Productivity insights and reports

and much more.....

Revenue Streams

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Key Revenue Streams



01.

SaaS

In the revenue model we charge the customer as monthly subscription which can vary from per camera or per site as per the client requirements



02.

License Fee

In this model we charge the customer as one time license fee to use our product and its services annually.



03.

AMC

In this model the customer is charged to maintain the systems and keep them improving to improve the insights and prediction standards. This is generally coupled with license fee.

Marketing Plan 6

Marketing Plan

The complete solution as per the requirement in three different models:

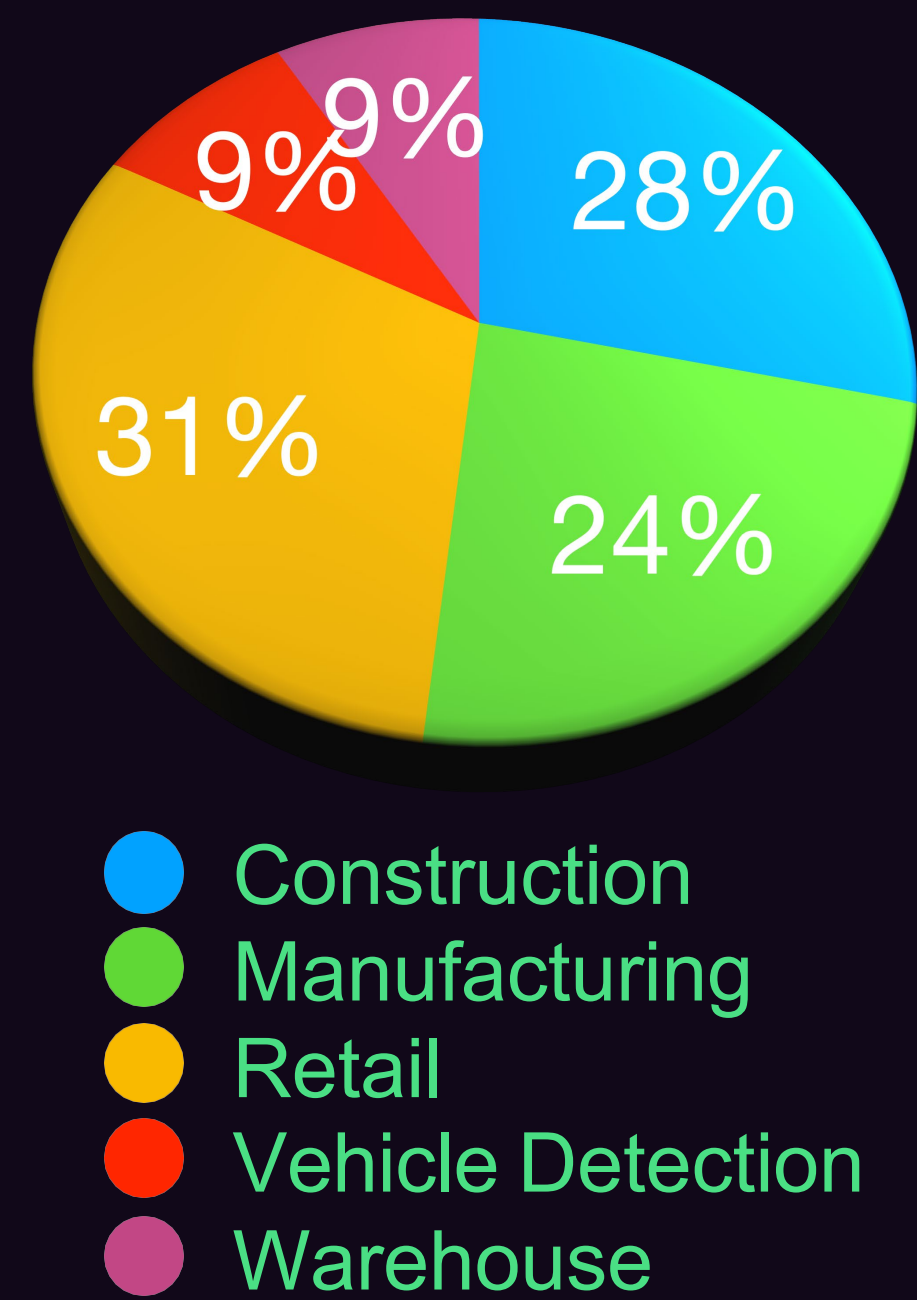
1. One Time Cost + AMC
2. License based for every project.
3. Per Camera feed.



Strategy to achieve target growth rates.



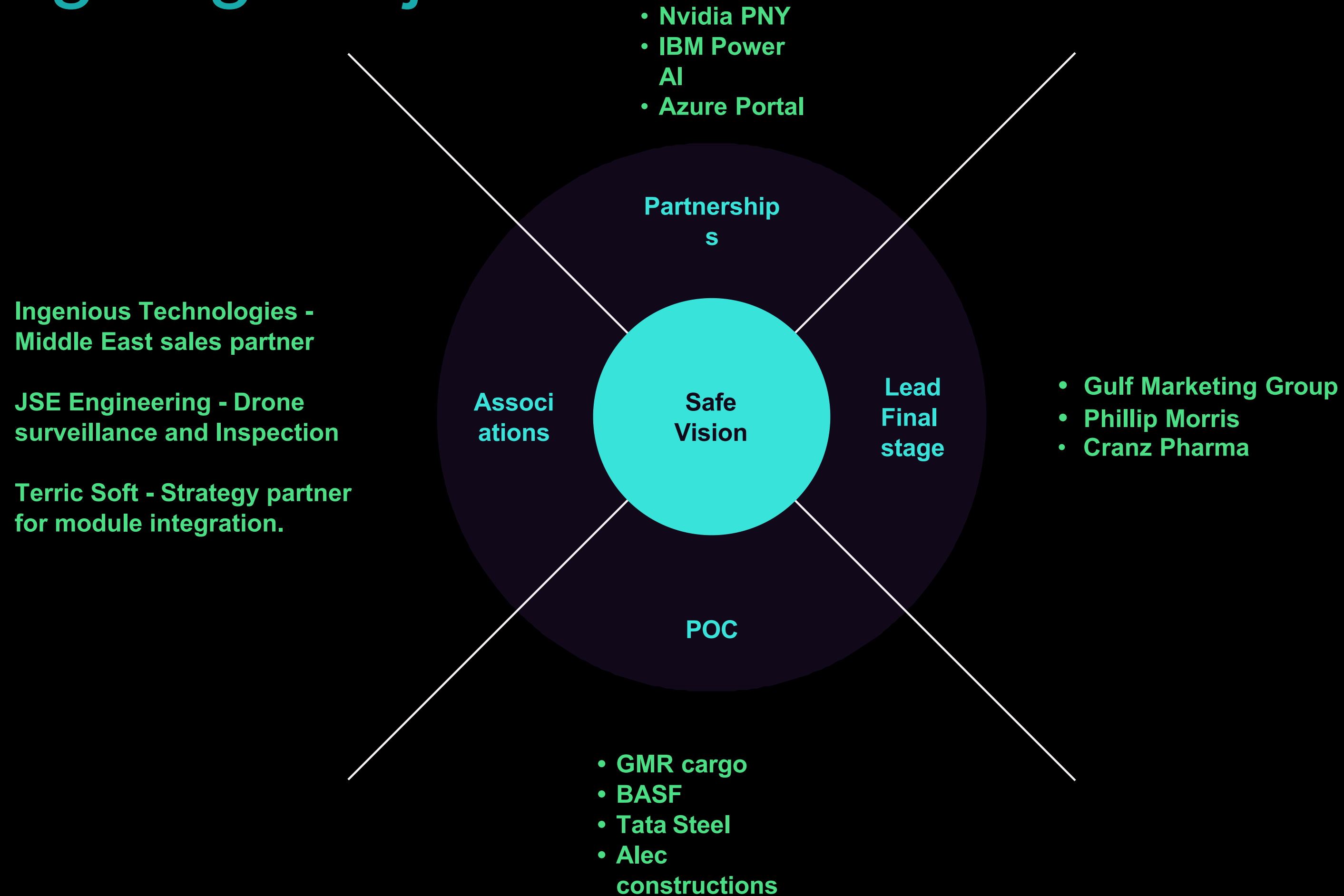
GITEX Market Leads- 2025



Technology Events are very successful in providing the leads which help us in achieving the growth rates as per our forecasts.

Being a part incubation centers and accelerator programs help in increasing the revenue base by proving good leads.

Our Ongoing Projects

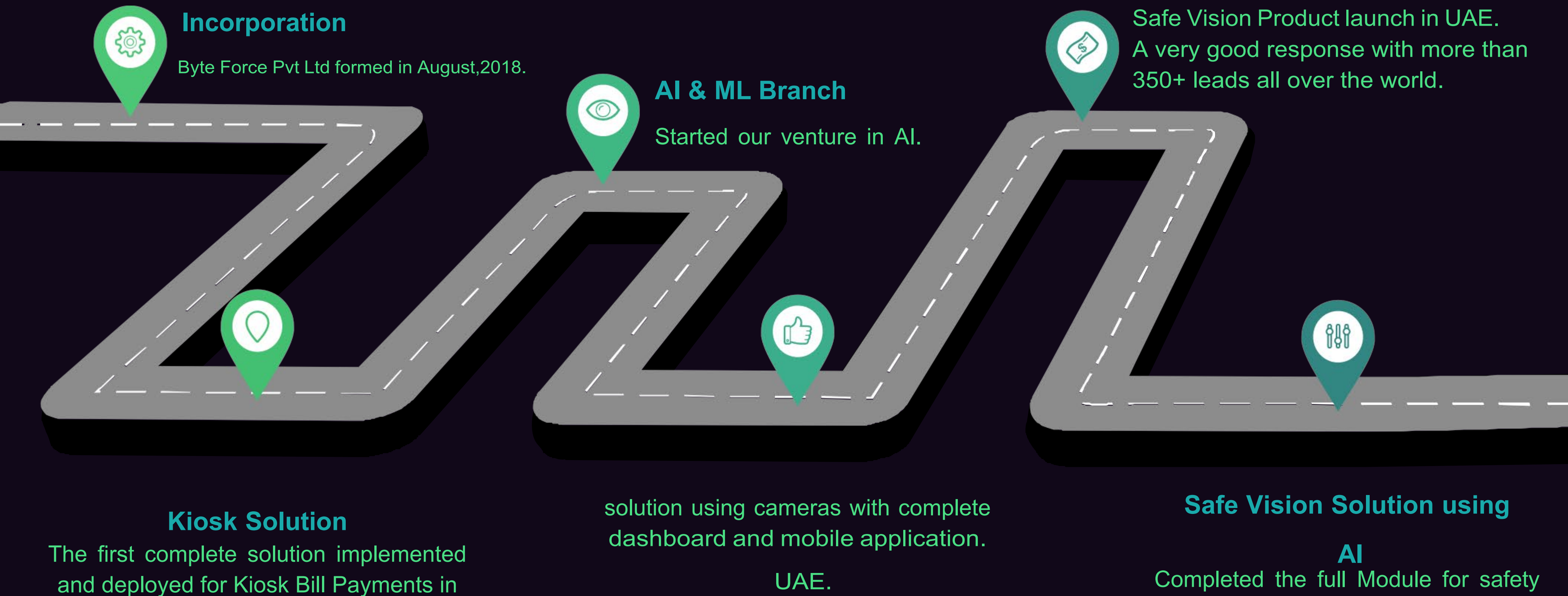


Momentum, Traction

Expertise

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Company Milestones



Accomplishments & Recognitions

Approved by T-

Hub

As an approved technology to be a part of T Hub Incubation center

IBM

IBM Open Power partners

Intel - Plugin

Validated as top 30 among innovative technologies

GIFCT

Tech Against Terrorism Workshop in partnership with the Global Internet Forum to Counter Terrorism.

AI Venture - Microsoft

In last stage of approval by AI Venture team, to market our product globally with Microsoft

Lab 32

Presented our solution on a platform for innovative technologies and selected in the top 32 preforming

Press & Testimonials

“It has been a real pleasure to work with Ingenious folks. They are professional, creative, state of the art, very ethical and quality-focused. What makes them stand apart is their enthusiasm, love and dedication to their work. Thinking from your point of view and stand, they give you various options from the "quality triangle" angle so that you can weigh in the various options and choose the optimum solution.”

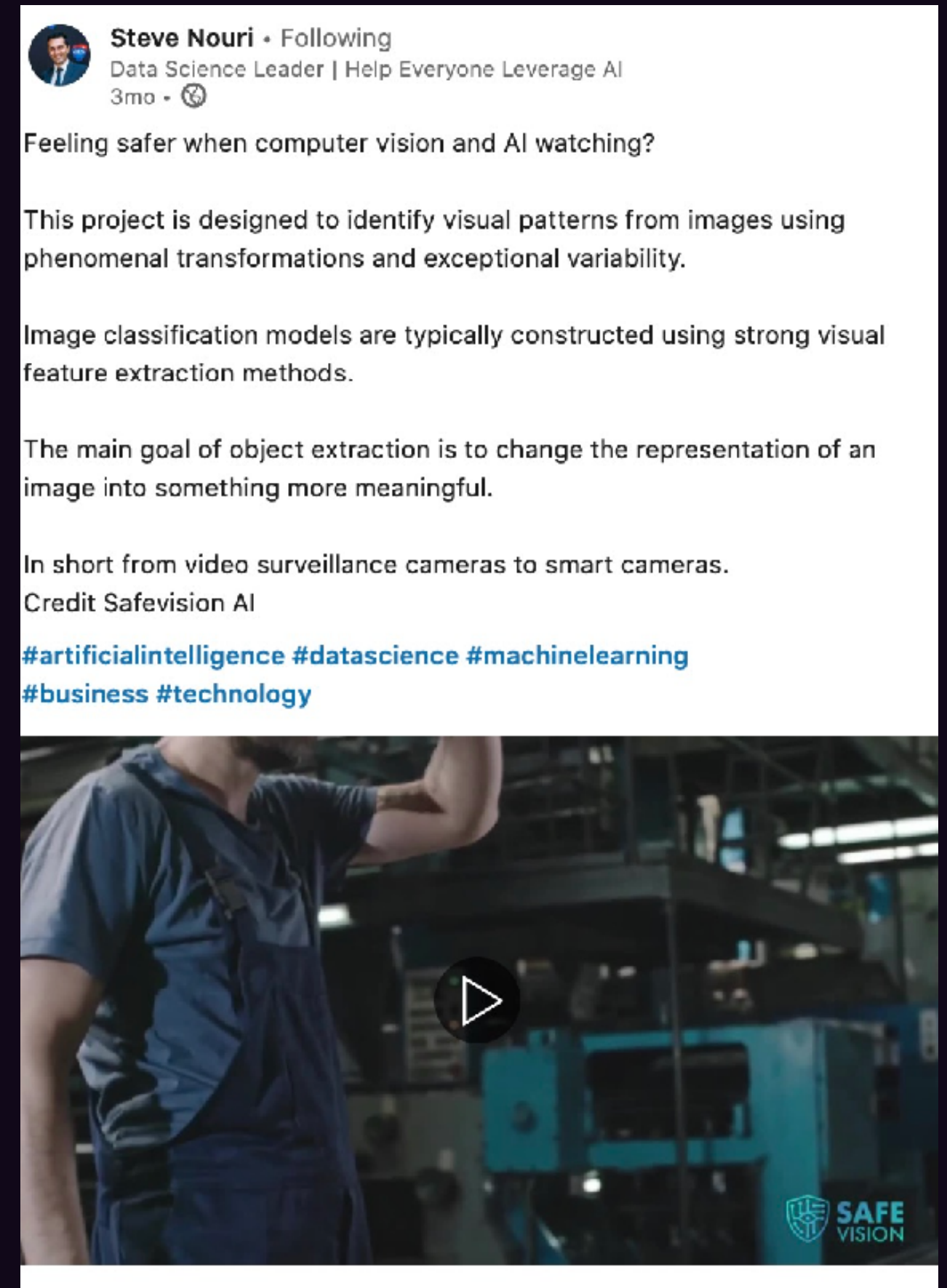
- Seetha Rama Raju

Project Manager-BELL LABS, DRDO-Scientist

“Safety reports and crowd analytics will help in improving the standards of working environments. This will help in making decisions to increase sales & productivity”

- Irfan Awan

Senior Key Accounts Director - Gartner



The

Competition

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Major Competition/Providers In the Market

Company	Type	Target audience	Offering	Key competitive advantage	Sales channels/where they sell	Feedback	Technology
Stone Three	Primary	Mining	Digital Work Safety	Workplace productivity analysis with safety Auditing and Compliance reports Rating Mechanism with safety to help insurance companies Deployment models Dashboard Analytics	Azure marketplace, South Africa	Similar vision solution Available on market place	Microsoft Azure
Assura	Secondary	All Industries	Safety ERP application	Using computer vision to automate incidents Less human interaction Advanced insights and modelling	Azure marketplace, Newzealand	A generic HSE system to report incidents	Microsoft Azure
Cortexica	Primary	Manufacturing	Workplace Safety	Other safety related modules like fire, smoke, spillage open wires	UK	Similar vision solution concentrating more on the PPE gear	Intel edge AI
The Awareness	Tertiary	International Government agencies Security firms	Crime related safety	Workplace safety	South Africa	The solution could be enhanced to indulge into workplace environments	Microsoft Azure
intenseye	Secondary	Manufacturing production Construction	Accident Prevention	Focus on safety standards add behavior with workplace surroundings	USA	the solutions if integrated together can add a	
Optisol	Primary	Manufacturing Production Construction	PPE safety	PPE Safety with other modules Complete end to end solution with detection, alerts and reporting	USA, UK, India, Ireland, UAE		Edge AI
Provectus	Primary	Construction Manufacturing Food processing Oil & Gas	Workplace safety	Multiple deployment models Other added features compared to safe surroundings	USA	Similar solution with a less scope	AWS
softengi	Tertiary	Multiple Domains	Computer Vision Solutions	Dedicated to workplace safety with PPE gear	USA, UK	Wide range of solutions using CV	
Wobot Intelligence	Primary	Manufacturing	workplace safety	Complete PPE Other modules included	INDIA	Similar solution but limited to object detection	
agmis IT Innovations	Secondary	Multiple	PPE safety	Detailed detection with business domain integration	Lithuania, UK	similar solution idea	AWS

The Competition

Modules	ByteForce	Stone Three	Cortexica	The Awareness	intenseye	Optisol	Provectus	softengi	Wobot Intelligence	agmis IT Innovations
Safety Helmet	Green	Green	Green	Orange	Orange	Green	Green	Green	Green	Green
Safety Vest	Green	Green	Green	Orange	Orange	Green	Green	Green	Green	Green
Hand gloves	Green	Orange	Green	Orange	Orange	Green	Green	Green	Green	Green
Safety Shoes	Green	Orange	Green	Orange	Orange	Green	Green	Green	Green	Green
Eye wear	Green	Green	Green	Orange	Orange	Green	Green	Green	Green	Green
Spillage	Green	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange
Smoke	Green	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange
Fire	Green	Orange	Orange	Orange	Orange	Green	Orange	Orange	Orange	Orange
Oper circuits	Green	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange
Object stacking	Green	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange
Fire Extinguisher	Orange	Green	Orange	Orange	Orange	Orange	Orange	Green	Orange	Orange
Crash report	Orange	Green	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange
Human accidents	Green	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange
Posture accidents	Green	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Green	Orange
Safety zone violations	Green	Orange	Orange	Green	Orange	Orange	Orange	Orange	Green	Orange
Crime Detection	Orange	Orange	Orange	Green	Orange	Orange	Orange	Orange	Orange	Orange
Crowding	Green	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Green	Orange
Abnormal Behavior	Orange	Green	Orange	Orange	Orange	Orange	Orange	Orange	Orange	Orange
Object Detection	Green	Orange	Orange	Green	Orange	Orange	Orange	Orange	Orange	Orange
Environment safety	Green	Orange	Orange	Orange	Green	Orange	Orange	Green	Orange	Orange



Why

Are we better?

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Why are we better?



Well Connected with different use cases with multiple platforms. The Solution is API based which can be integrated into any environment as per the client.



Cost effective and dedicated support service to the clients

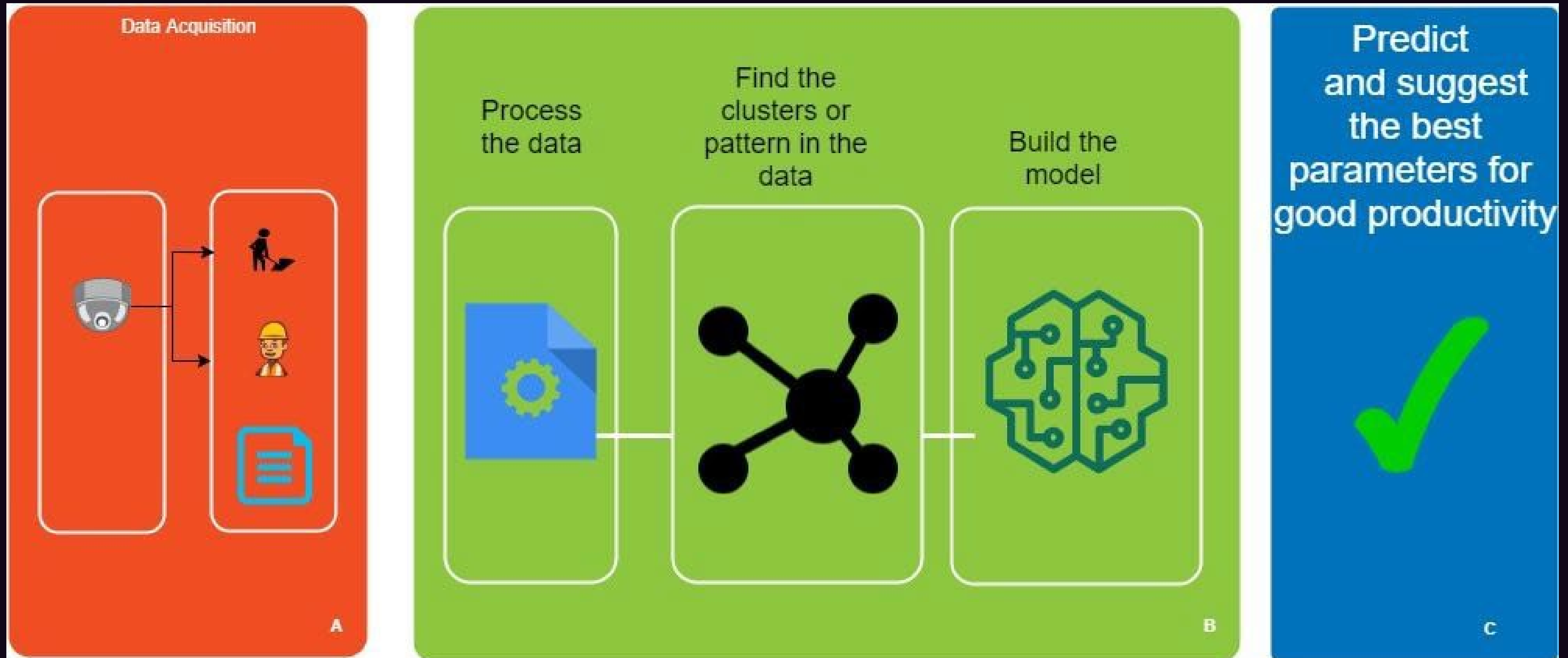


Personal and secure system. Has various deployments based on the client requirement.



The key USP of our solution is to provide Insights and using the insights generated create different predictive models to help clients in decision making

Key USP of our solution



Strength

- Dedicated Safety solution for PPE
- Environment safety modules
- Human Behavior Analytics
- Dashboard reporting
- Workplace insights
- Productivity comparisons
- Multiple Deployment Models
- Better pricing

Opportunity

- No primary competitor in middle east region
- Enhance Equipment analytics to achieve better prediction rates
- Leverage available resources to enhance the solution

SWOT Analysis

Threat

- Hardware cost required to compute are very high in the present market
- Advancement of open source algorithms can lead to multiple competitors
-

Weakness

- Similar solutions in market
- Object detection very generic
- Multiple integrations between different module



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