

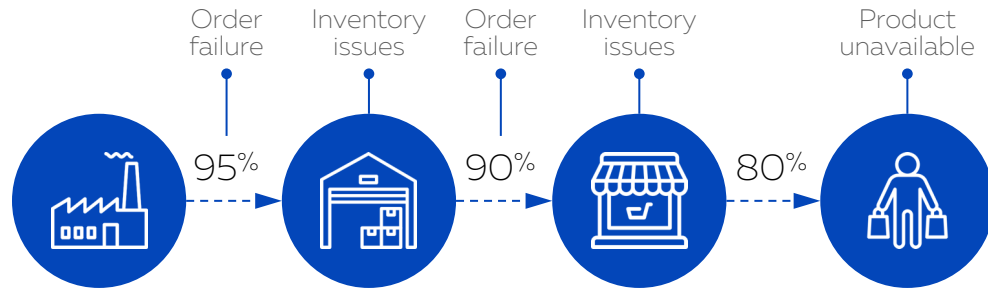


End-to-end solutions to ensure on-shelf product availability  
and in-store resource management in real time

# SOLUTIONS OVERVIEW

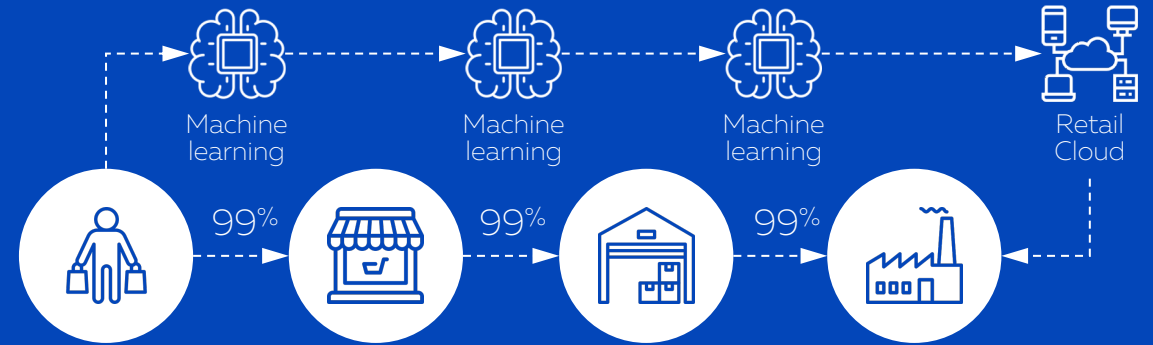


# PROBLEM



Level of availability **falls** as the product moves along the supply chain

# SOLUTION



- Resource management across the entire supply chain
- Transparent KPIs and processes
- Continuous retraining of the system

# OSA HYBRID PLATFORM

End-to-end solution to ensure on-shelf product availability and in-store resource management  
**in real time**

1



Platform collects data in real time

2



AI algorithms clean and enrich the data

3



Machine learning models detects anomalies and create a task to fix the problem

4

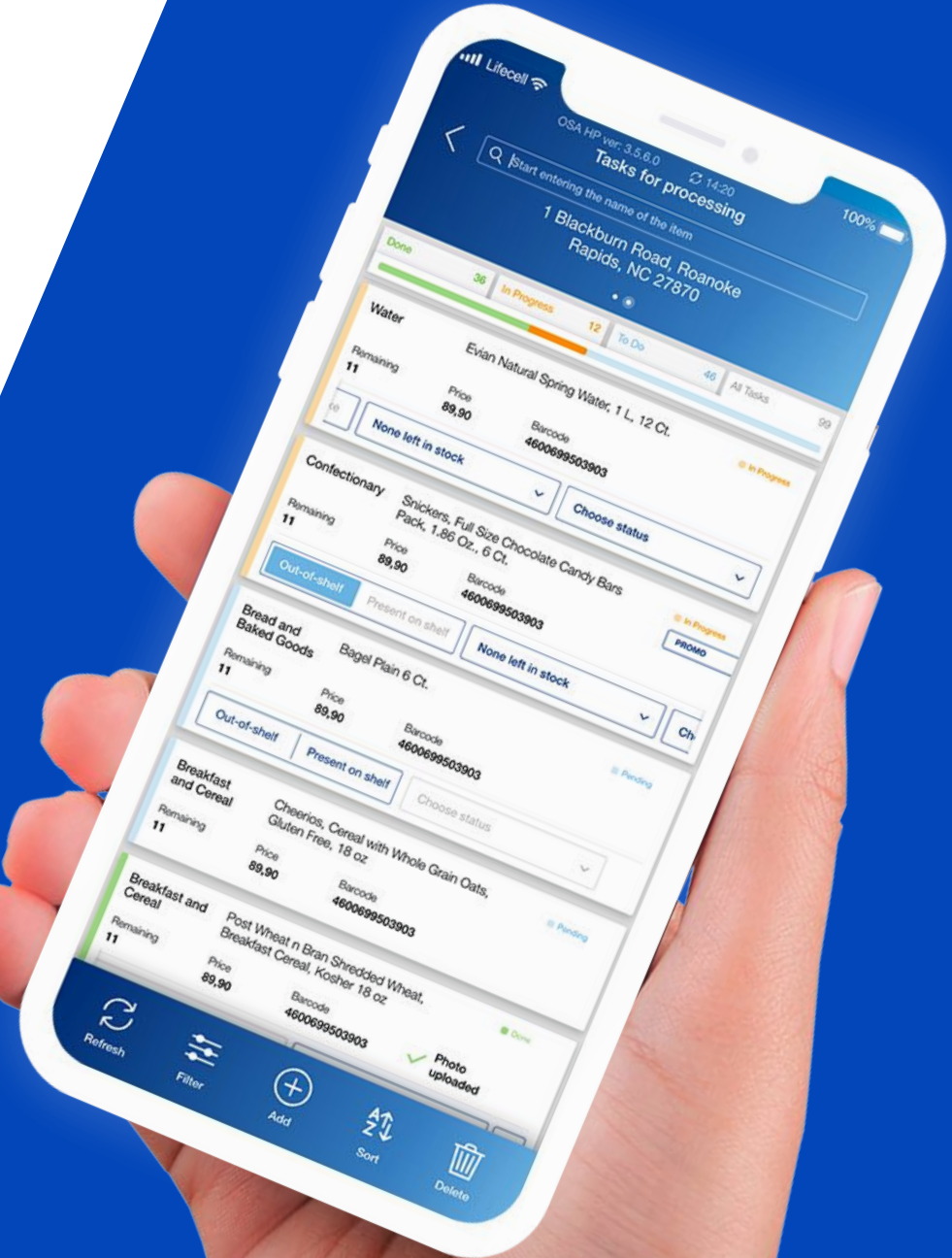


Store staff process the tasks  
Platform controls the execution quality

5

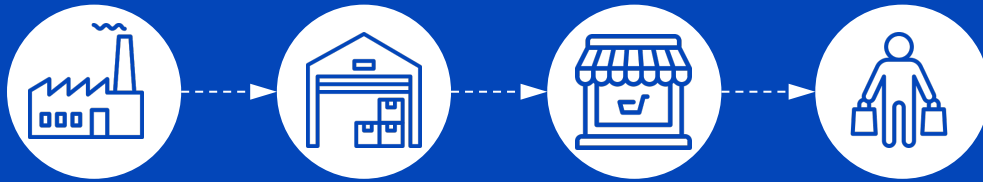


The system stimulated adaptation  
of business processes



# ONLINE RADAR

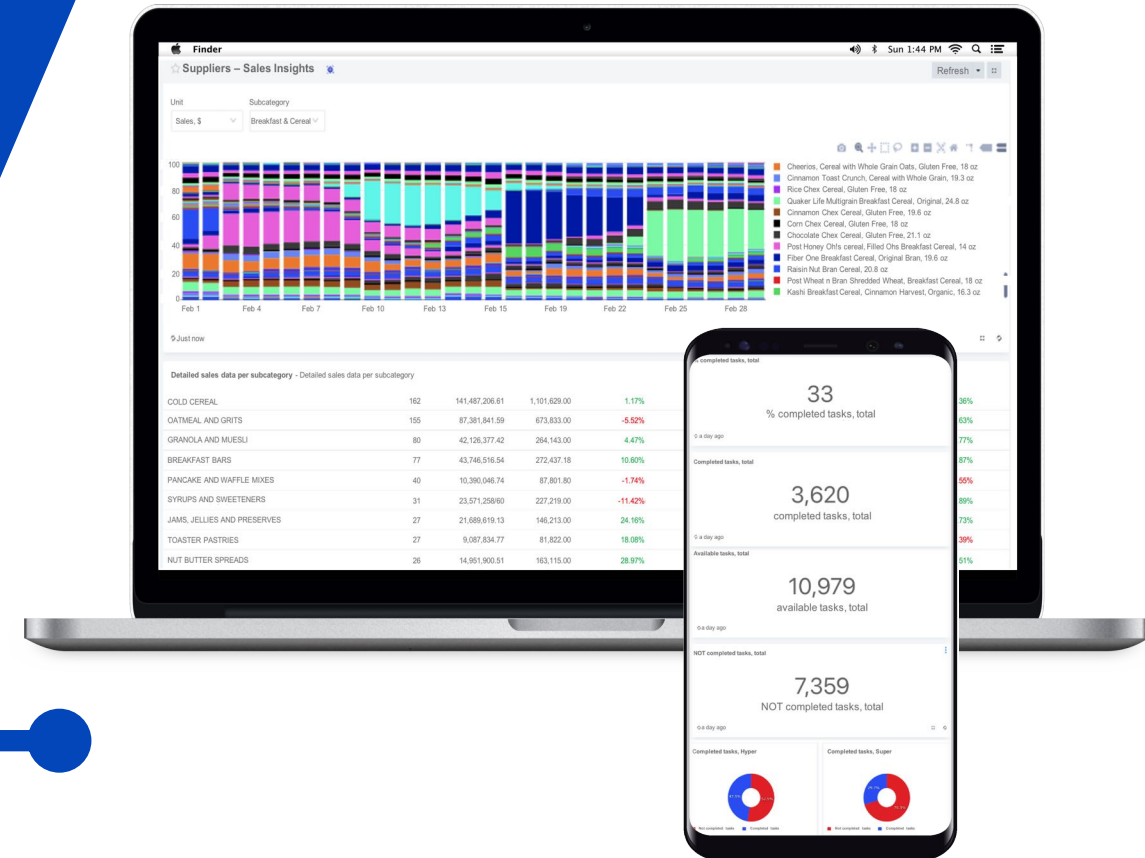
Know what, where and when in real time!  
Get proactive alerts to enable sales growth



Online monitoring of every movement  
of every product at all times:

- Assortment compliance
- Service level monitoring
- Supply chain analytics
- Task execution discipline
- Distribution analytics
- Product availability
- Saved sales
- Assessment of critical inventory levels
- Image recognition (planograms)
- Real-time demand monitoring
- Category management KPIs
- Sales plan execution
- Demand forecast

Customizable real-time analytics



# RETAIL CLOUD

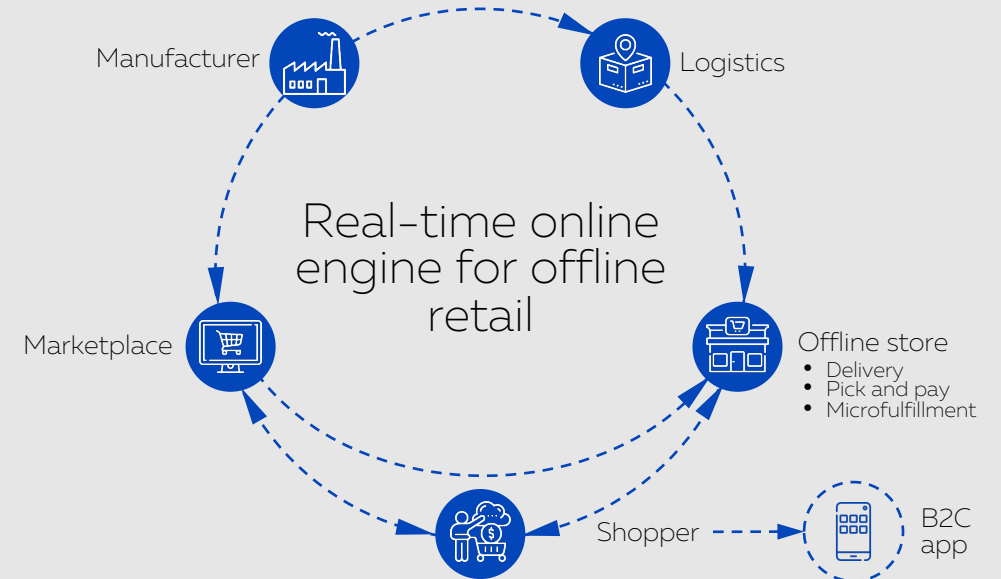
Enhance your competitive advantage and drive digital transformation with AIA – fast and effective for your business

## Tired of trying to keep up?

- The current IT infrastructure in retail does not allow to implement new processes and technologies fast enough
- IT infrastructure in retail is highly fragmented and requires modernization
- Testing new technology solutions is time-consuming and requires a lot of resources

## Get the benefits of 2025 today!

- Real-time data management
- Clean, structured and enriched data
- Integration of third-party AI/IT solutions for testing and deployment at zero cost to your business
- The most advanced AI/IT infrastructure for data management in retail
- Accelerated digital transformation of your business



# PROMO DEMAND FORECAST



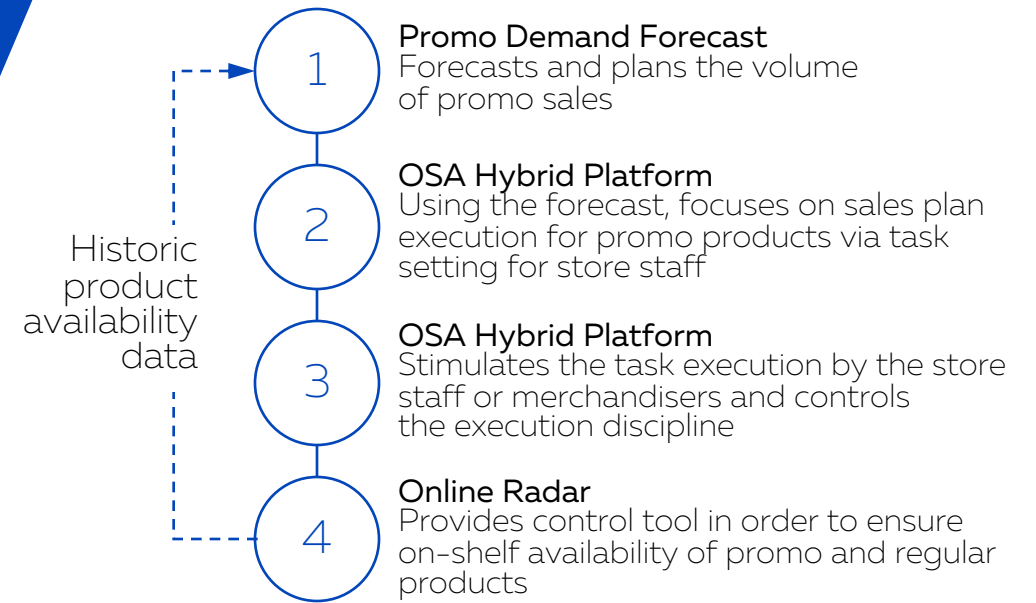
Accurate forecast for promo sales, using machine learning algorithms



Fully integrated with OSA Hybrid Platform and Online Radar



Takes advantage of the synergy and mutual enrichment of data between the key AIA services



2 HRS

Forecast calculation time

30%

More precise than the standard forecast methods in retail



# The family of solutions for retailer and manufacturer to grow sales and improve operational efficiency

- **1 Real-time OSA tasks for merchandisers**  
that include all necessary support data
- **2 Real-time prioritized OSA tasks**  
for store staff
- **3 Online Radar**  
Real-time BI tool monitoring product availability, critical inventory levels, lost and saved sales, staff discipline, as well as forecasting inventory issues
- **4 Adaptation of auto-ordering system**  
Using enriched sales history
- **5 E-learning app**  
For store staff and merchandisers  
Includes promo and planograms
- **6 Demand forecast**  
Includes multiple factors  
(promo, non-promo sales, etc.)
- **7 Integration and adaptation of business processes**  
Routing, SCM, key account management, etc.



Sign up and see  
your profit grow  
within a month!

Most inventory management solutions reduce waste.  
AIA's solutions  
**grow sales and profit**



Hey AIA, save my sales



**2.5–5.4%**  
sales increase

via processing tasks  
generated by AIA

**0.5–1.5%**  
incremental profit gain  
when you launch your suppliers  
on the platform





# 4,500

stores rolled out  
with real-time data

U.S. business  
launched

2020  
2021

2,200 + 2,500  
pilot stores stores rolled out  
with real-time data

Business expanded and scaled,  
International business launched

2019

366  
pilot stores

Functionality extended into  
end-to-end platform and services

2018

361  
pilot store

Product launched  
Solution piloted

2017

49  
pilot stores

Company created  
Prototype built

2015  
2016

6 years  
of continued success

