Medatech User Day

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- **25 Years**
- **17 Years In UK**
- **Continued Growth**
- **Exceptional Record**
- **Priority**

Artificial Intelligence

https://www.youtube.com/watch?v=cdyZNVCDWJc

"An attempt will be made to find how to make machines use language, form abstractions and concepts, solve kinds of problems now reserved for humans, and improve themselves"

Dartmouth College, August 31, 1955

Artificial Intelligence

Tom Pinckney, VP Applied Research @ eBay has reported last month on $1Bn sales, directly related to AI technologies

- Image Recognition
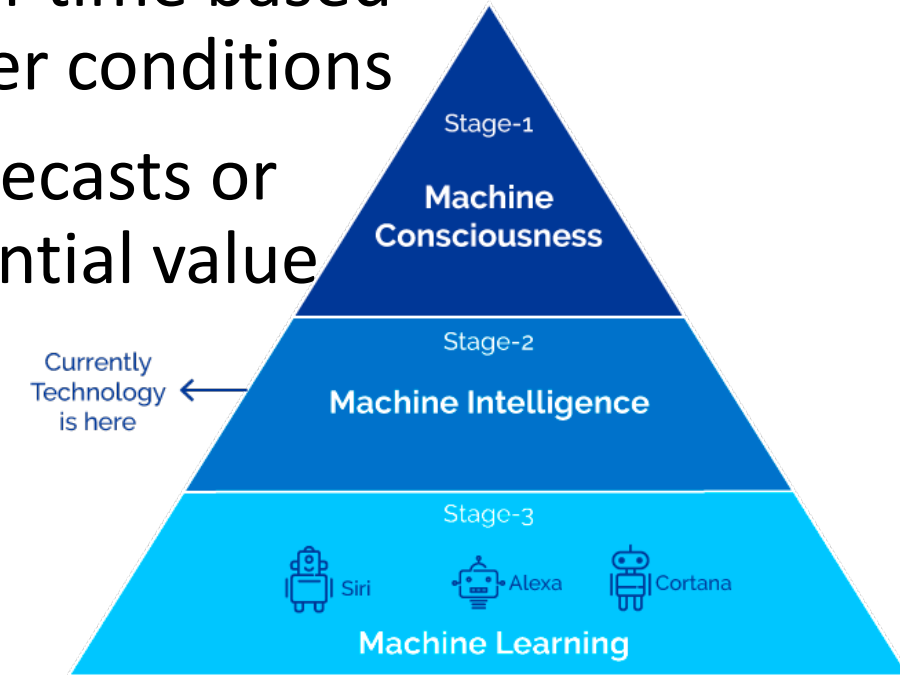- Defining Private Profile In Real Time
- Matching Complemetary Products

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How AI Is Impacting ERP

1. Real Time Adjustments

2. Maintenance & Repair

3. Efficient Automation

4. Procurement

5. Pocket Assistants

1. Real Time Adjustments

- Internet Of Things + Big Data + AI

- businesses can make nuanced adjustments in real-time based on changing demand, factory logistics and supplier conditions

- Application of AI techniques such as real-time forecasts or continuous estimation to logistics can add substantial value across sectors

- Accurate Forecasts – www.clari.com

- Better Pipeline – www.insidesales.com

https://it.toolbox.com/blogs/peterkowalke/five-ways-ai-is-impacting-erp-030518

Stage-1
Machine Consciousness

Currently Technology is here ←

Stage-2
Machine Intelligence

Stage-3
Siri   Alexa   Cortana
Machine Learning

Stages of Artificial Intelligence

2. Maintenance & Repair

- Companies are now able to take more of a monitor-and-act approach rather than schedule maintenance based on hours of use

- Equipment that would have been repaired at 80 percent use can now be run based on real time telemetry data, up closer to 90 percent before any repairs are required

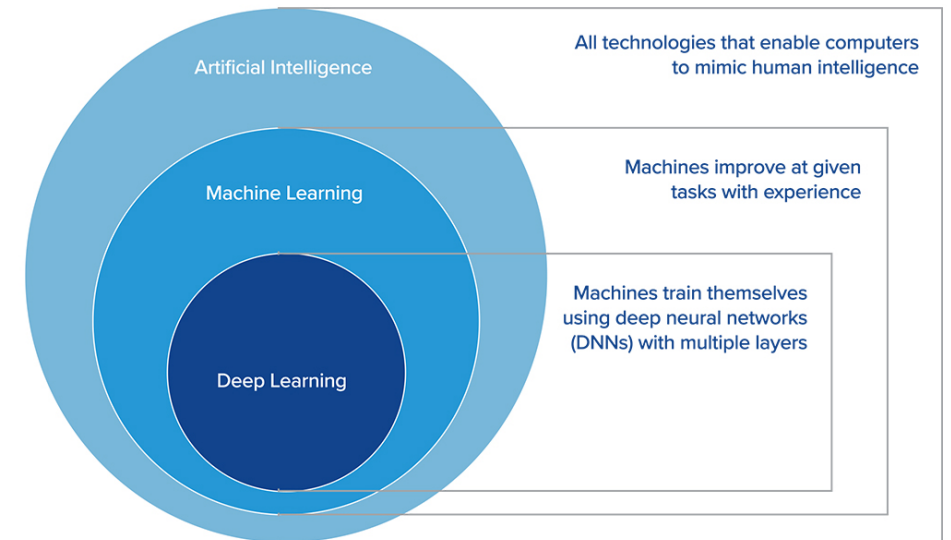https://www.rtinsights.com/how-ai-makes-real-time-analytics-more-real/

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2. Maintenance & Repair

AI's ability to predict failures and allow planned interventions can be used to reduce downtime and operating costs while improving production yield

Types of Artificial Intelligence (AI)

Artificial Intelligence — All technologies that enable computers to mimic human intelligence

Machine Learning — Machines improve at given tasks with experience

Deep Learning — Machines train themselves using deep neural networks (DNNs) with multiple layers

https://www.rtinsights.com/how-ai-makes-real-time-analytics-more-real/

3. Efficient Automation

- Boosting efficiency of what traditionally tends to be a very labor-intensive clearing process, and can be executed with very little or no user interaction

- About half of the activities (not jobs) carried out by workers could be automated

- Most workers—from welders to mortgage brokers to CEOs—will work alongside rapidly evolving machines. The nature of these occupations will likely change as a result

https://www.mckinsey.com/featured-insights/future-of-organizations-and-work/ai-automation-and-the-future-of-work-ten-things-to-solve-for
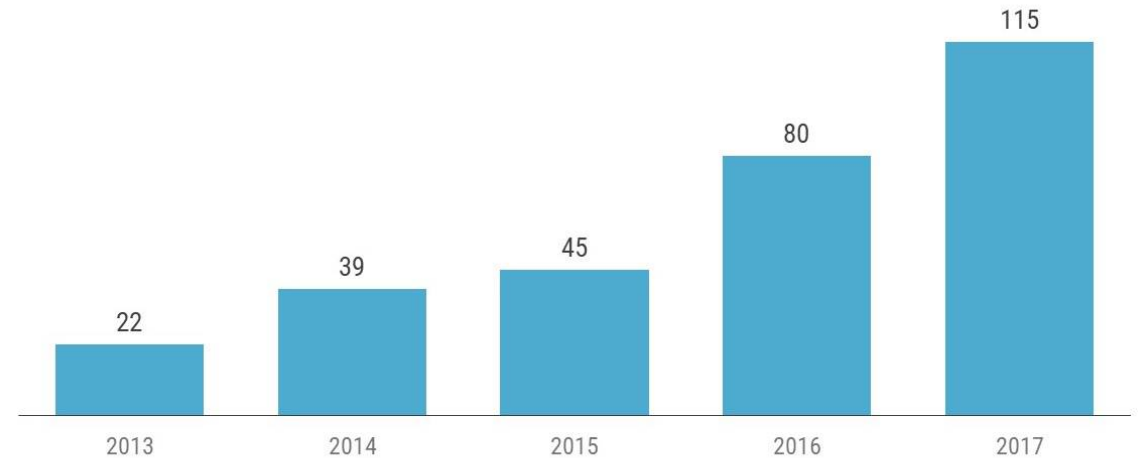
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4. Procurement

AI in procurement means crunching through thousands or millions of data points from within and outside your organization. These may include:

- Transaction details
- Inventory records
- Consumption and usage data
- Contract terms and rates
- Market information
- Historical pricing

https://suplari.com/ai-in-procurement-what-you-need-to-know-now/

AI startup acquisitions up 44% in 2017

M&A by year (1st exits only)

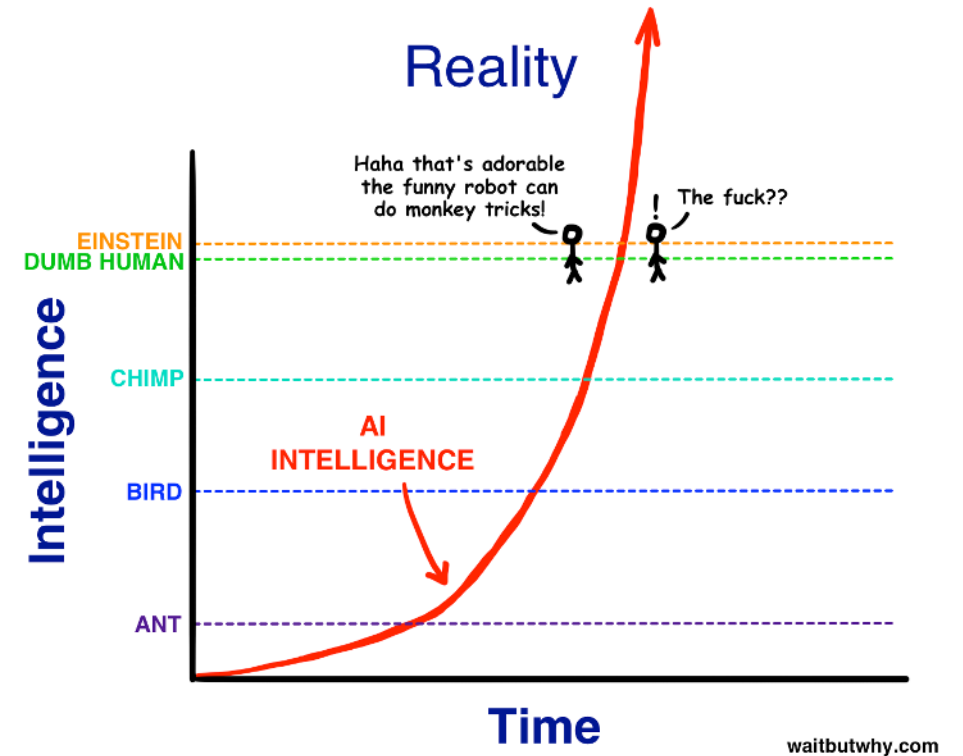| Year	Value
2013	22
2014	39
2015	45
2016	80
2017	115

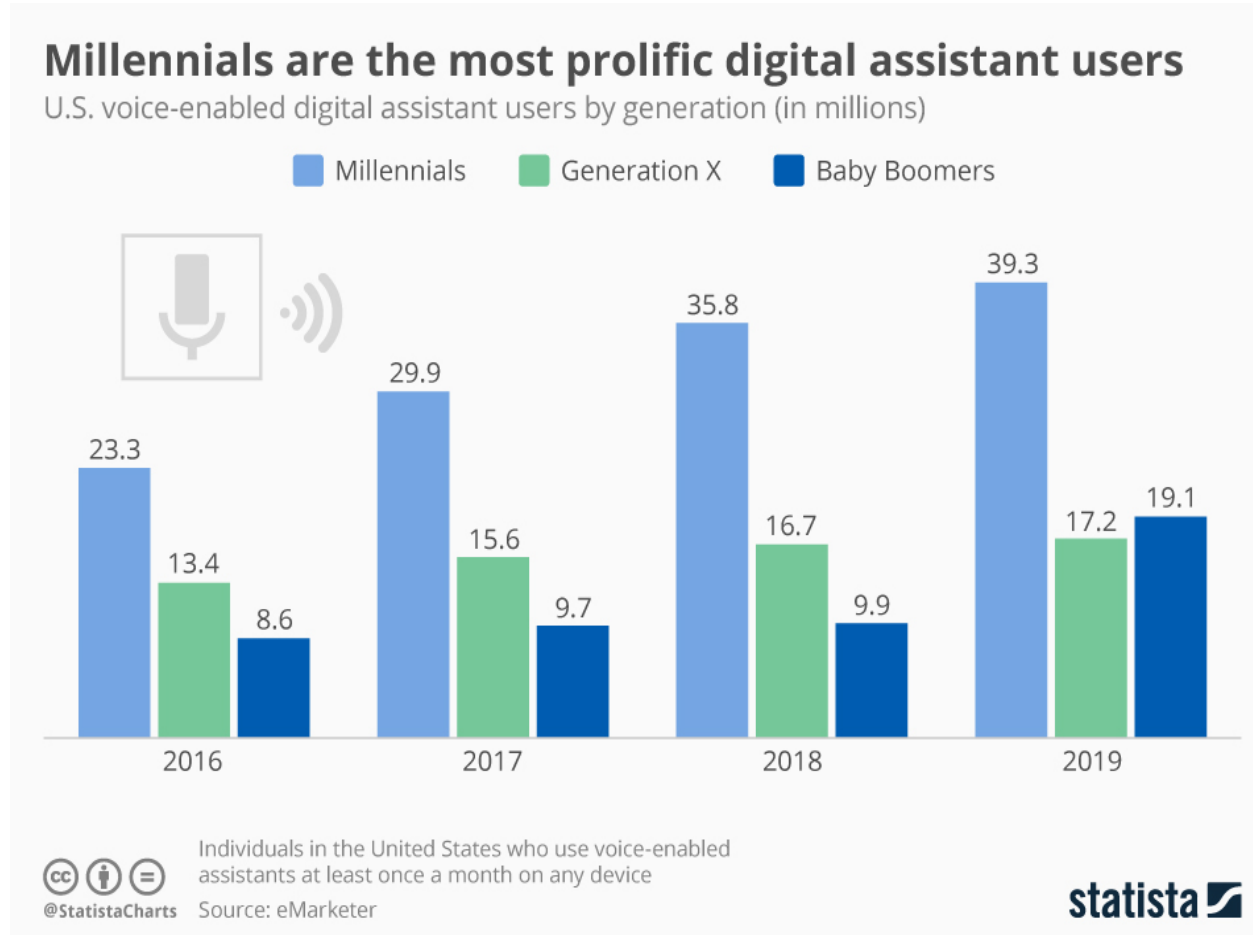Source: cbinsights.com

CBINSIGHTS

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4. Procurement

- Mining historical data to predict contract lifecycles and forecast when a purchasing contract is expected to be consumed

- Helps firms decide whether to bid, how much to bid, and how to plan projects for the greatest profitability

https://it.toolbox.com/blogs/peterkowalke/five-ways-ai-is-impacting-erp-030518

5. Pocket Assistants

https://youtu.be/FPfQMVf4vwQ

Millennials are the most prolific digital assistant users

U.S. voice-enabled digital assistant users by generation (in millions)

Legend: Millennials | Generation X | Baby Boomers

2016: 23.3, 13.4, 8.6
2017: 29.9, 15.6, 9.7
2018: 35.8, 16.7, 9.9
2019: 39.3, 17.2, 19.1

Individuals in the United States who use voice-enabled assistants at least once a month on any device

@StatistaCharts Source: eMarketer

statista

5. Pocket Assistants

- By providing information or suggestions based on the business context of the user and the situation, the digital assistant allows every user to spend more time concentrating on higher-value thinking instead of on repetitive tasks

- This approach to contextualized analysis of real-time data is far more effective than a hard-programmed workflow or dump of information that leaves you to sort through outdated information

- A Siri for your business, basically

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3. Efficient Automation
4. Procurement
5. Pocket Assistants

THANK YOU

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