



# CELTIC-NEXT Proposers Day

26<sup>th</sup> September 2018, Madrid

**Pitch of the Project Proposal**

## DISTINGO

DISTRIBUTEURS INTELLIGENTS RECONFIGURABLES  
(RECONFIGURABLE SMART LOCKERS)



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## **Create a new generation of lockers providing smart, innovative & dynamic services for users**

- Extend the B2B/B2C business fields to B2B2C and C2C (collaborative economy)
- Extend the locations capabilities of such transactional platforms from dense urban areas only to rural areas too
- Offer the capabilities to everyone to share/sale/buy objects and goods of any kind
- Extend the services offer and thus, the possible markets differently for each locker
- Exploit the capabilities of a safe/secured/auditable marketplace to manage supply&demand in an innovative way.

# Organisation Profile



Orange is a telecom operator present in over 30 countries in Europe, Middle East and Africa.

→ *for more information visit [www.orange.com](http://www.orange.com)*



# Proposal Introduction (1)



## **Create a disruptive generation of lockers providing smart, innovative & dynamic services :**

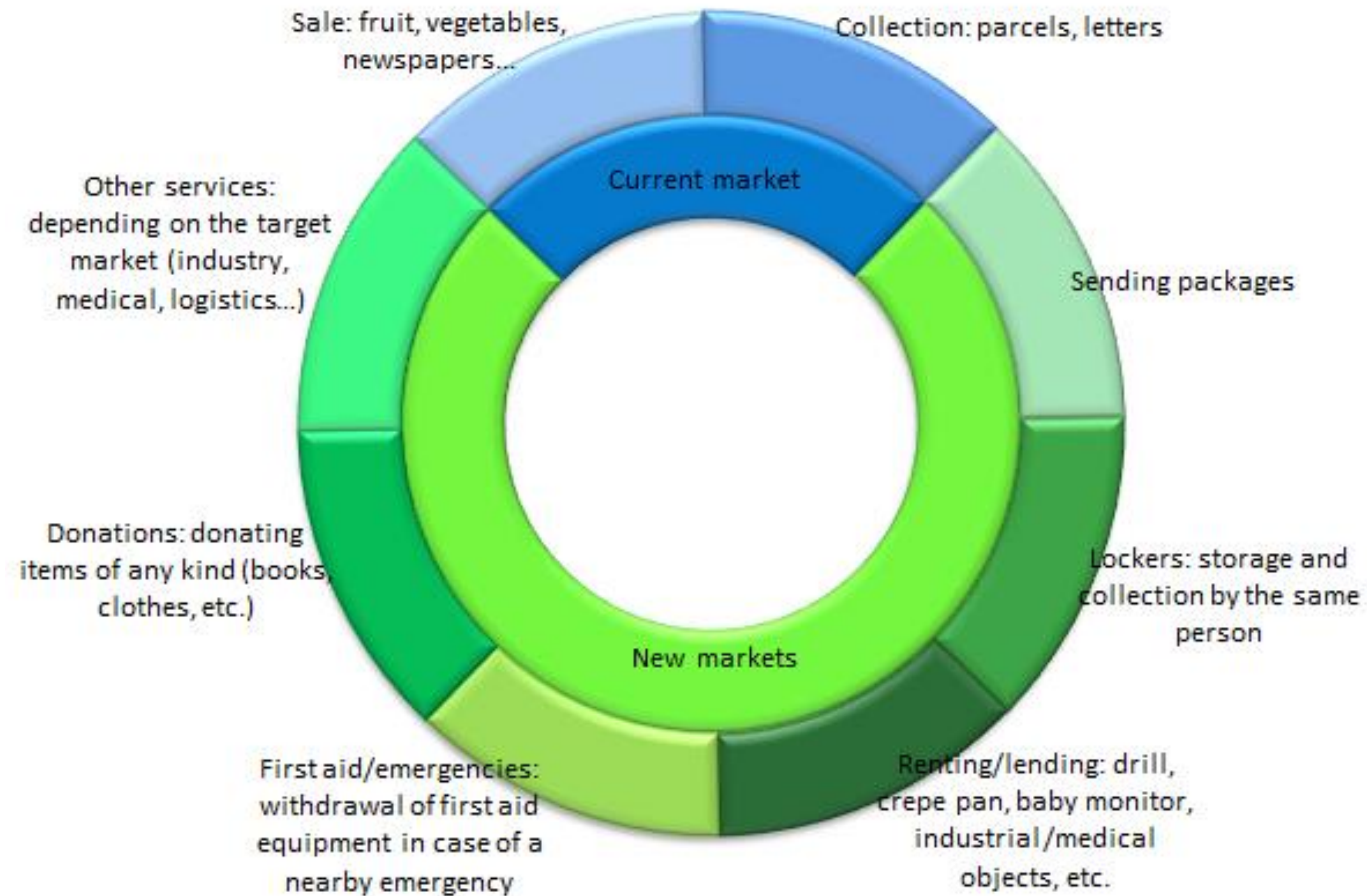
- Each compartment of locker is going to be **equipped with a diversity of sensors / actuators** and can offer to **change dynamically its nature and the services offered** according to what it contains / what the applicant wishes / what the sensors / actuators present allow. For example:
  - **Fine-grained detection of objects** put in a locker
  - **Passage detection**: Counting the number of people in one direction and in the other, hourly, daily, monthly statistics .
  - **Users/ passersby Profiling** : direction of passage, sex, age, ... with or without anonymisation
  - **Smarter services related to face/body detection**: Welcoming someone who is approaching the locker, proposing a product that could be of interest for him and available in the locker (or in another nearby distributor) according to his usage history/the weather/his way of dressing; knowing if he is in a good mood or not; Use facial recognition as a means of payment ...

## **Development of these new services will expand & improve currently available solutions on the market, thanks to:**

- **Fog Computing** which will allow services to be deployed across the entire infrastructure and not just in the cloud, limiting data exchanges to the strict minimum, and optimally using all infrastructure equipment for execution, communications and storage of services to be provided.
- **Recognition technologies** which will notably help to automatically detect and recognise objects dropped off in the lockers, and to offer new high added-value services both for the individual and manufacturers and local authorities.
- **Blockchain technology** for strong decentralised transaction traceability (commercial and technical) without a trusted third party, and for creating a secured decentralised auditable **marketplace** to manage users' supplies & demands.

# Proposal Introduction (2)

Create new market opportunities & new business models



## Partners

- **France:** Orange, RENZ, ryax technologies, Université Grenoble-Alpes
- **Turkey:** Building up
- **Belgium:** Building up
- **Spain:** Building up
  
- **Looking for partners:**
  - **Objects Recognition/semantics** startups/SMEs: AI/Vision/scanning/other tech
  - **Lockers Manufacturers & Logistics**
  - **Hardware & Mechatronics providers:** sensors, Sharing HW
  - **Software providers:** BigData, mobile App, Fog Computing Middleware, Cyber-Physical Security
  - **Universities and Research Institutes**

# Contact Info



**For more information and for interest to participate please contact:**

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**Presentation available via:**

[www.tiny.cc/projectidea](http://www.tiny.cc/projectidea)



# Join the follow-up Telco

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For help with Voip (SIP) client  
setup, <http://vc.eurescom.eu/voip-info.html>.

