

Metal to Service Orchestration for Video Analytics and Location-Aware Services at the 5G Edge

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Tyler Manning
Director, Solution Delivery
Kloudspot



Mehran Hadipour
VP- BD & Tech Alliances
Robin.io

Robin.io Accelerates Deployment and Automates Lifecycle Management of Stateful, 4G/5G and Edge Applications on Kubernetes

- World's first deployment of cloud-native 5G Stack in production
- Trusted by F1000 companies for their mission critical Storage and Network applications



- Headquartered in San Jose

Experienced team, with deep domain expertise who have built mission critical software used at the core of our economy today

- Built highly differentiated technology with at least 2 years+ head start over competition

72+ patents (50+% awarded) in key areas, live production deployments

- Marquee customers

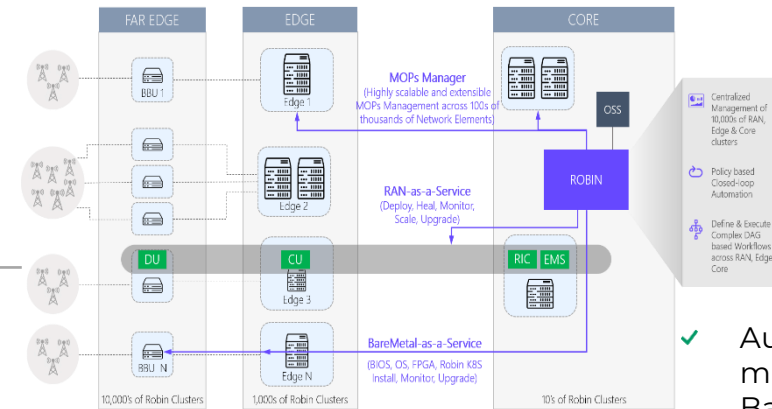


- Strong partnerships

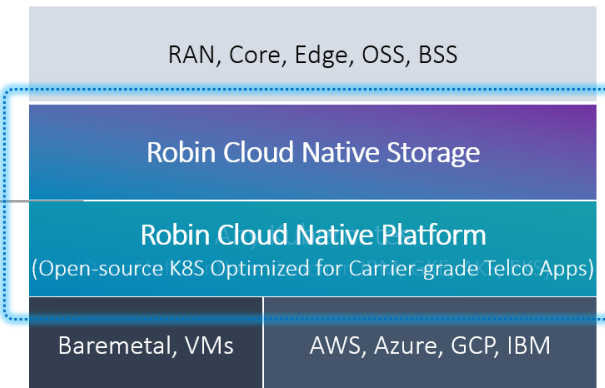


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Robin.io Solution Offerings



- ✓ Automate management of Baremetal Servers
- ✓ Metal-to-Service orchestration and automation



- ✓ Carrier-grade Kubernetes for Network & Data-intensive applications
- ✓ Optimized to run RAN, Core, Edge applications

Databases, Big Data & AI Use Cases

RDBMS, NoSQL, Queues, Timeseries, Big Data

Robin Cloud Native Storage

Any Kubernetes

(OpenShift, Anthos, Rancher, IBM, GKE, AKS, EKS)

Baremetal, VMs

AWS, Azure, GCP, IBM

Robin MDCAP (for Metal-to-Service Automation)

Robin Cloud-Native Platform (CNP) (for 5G & Edge use cases)

Robin Cloud-Native Storage (CNS) (for any Stateful Applications)

- ✓ Provides Storage & Data Management for Database, Big Data, Message Queue, & Altype Data-intensive applications
- ✓ Runs on any Kubernetes and in any on-premises or public-cloud environments
- ✓ Zero-friction insertion

Challenges

Orchestration challenges

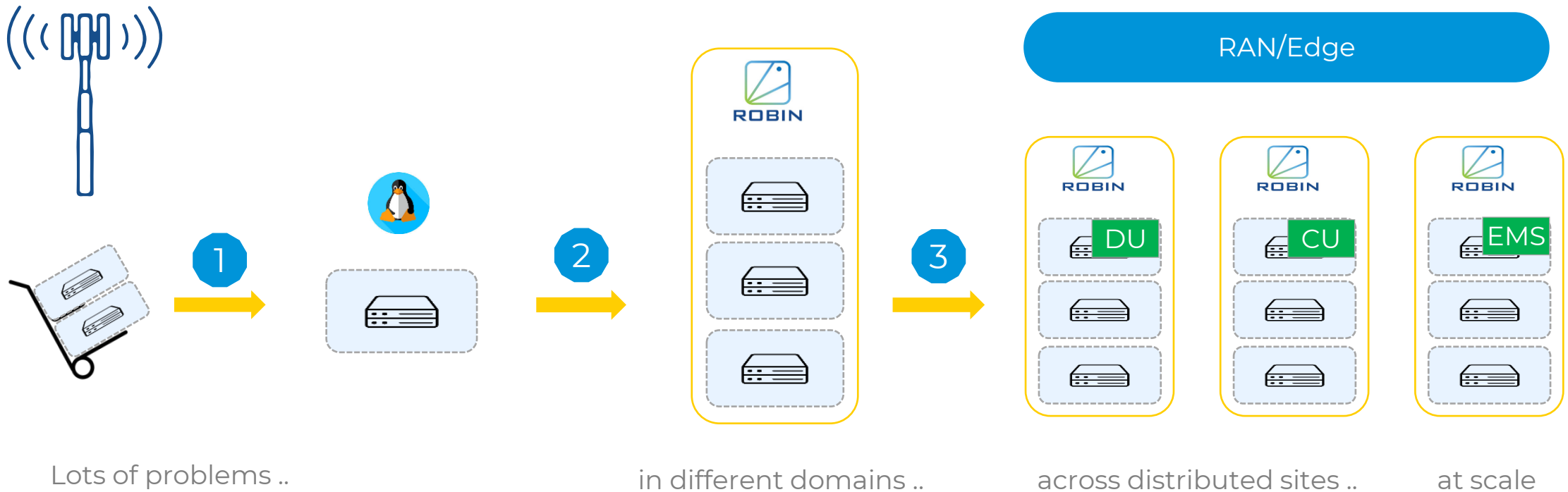
- Infrastructure Management
 - Baremetal server management
- Cluster Orchestration
 - Kubernetes Cluster management
- Network Function Management
 - Network Function Package (Helm Charts)
 - Network Function
 - Network Service

Edge Platform challenges

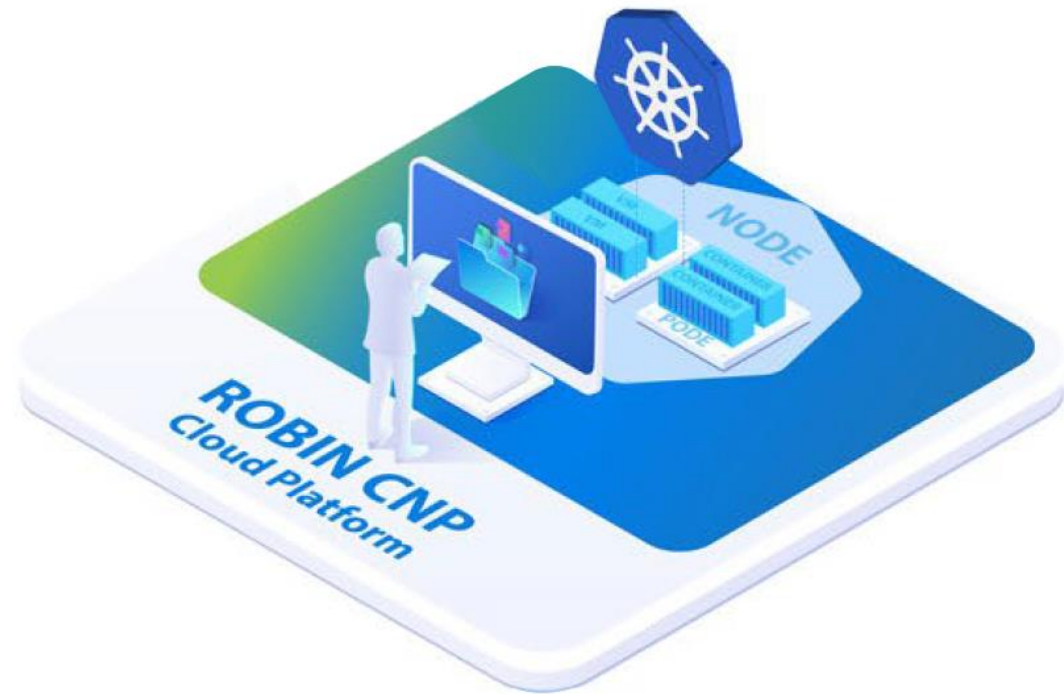
- Compute orchestration
- Network orchestration
- Storage orchestration
- Observability



Problem statement



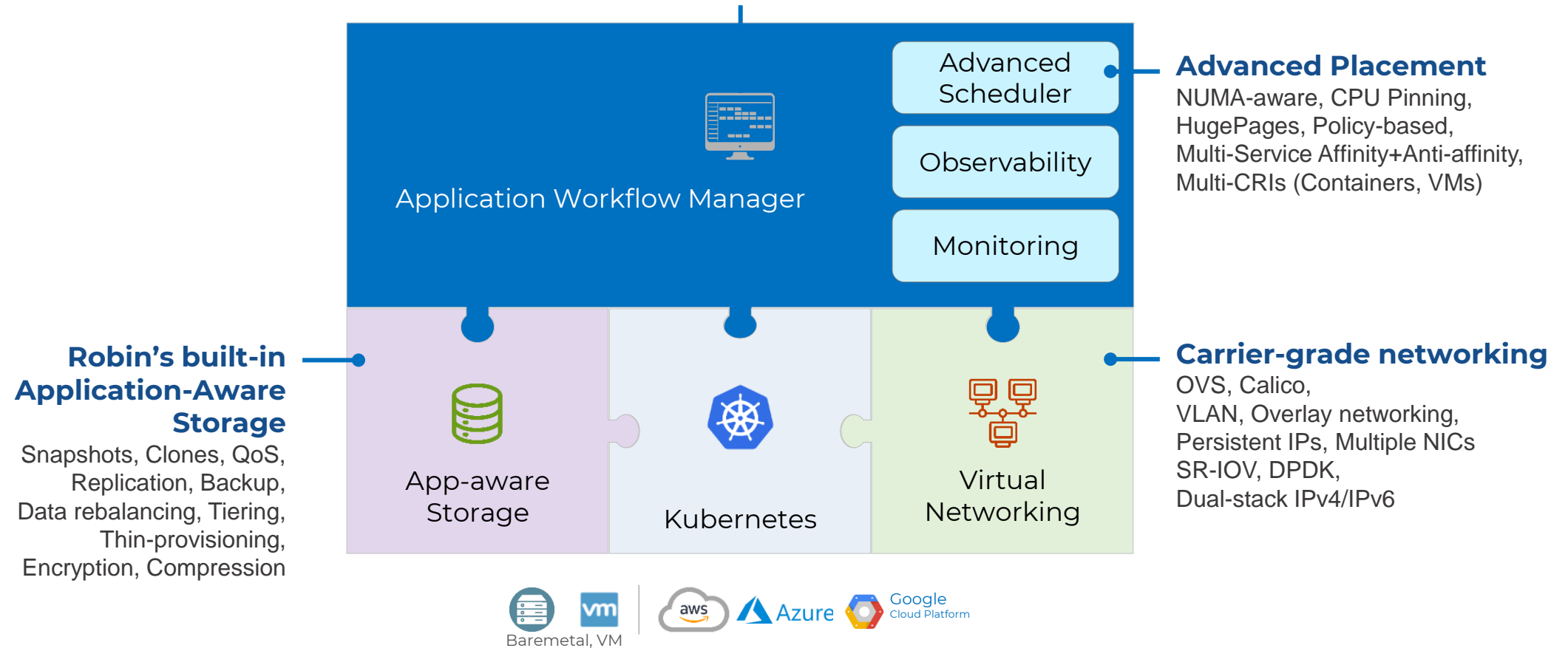
Platform (CNP)



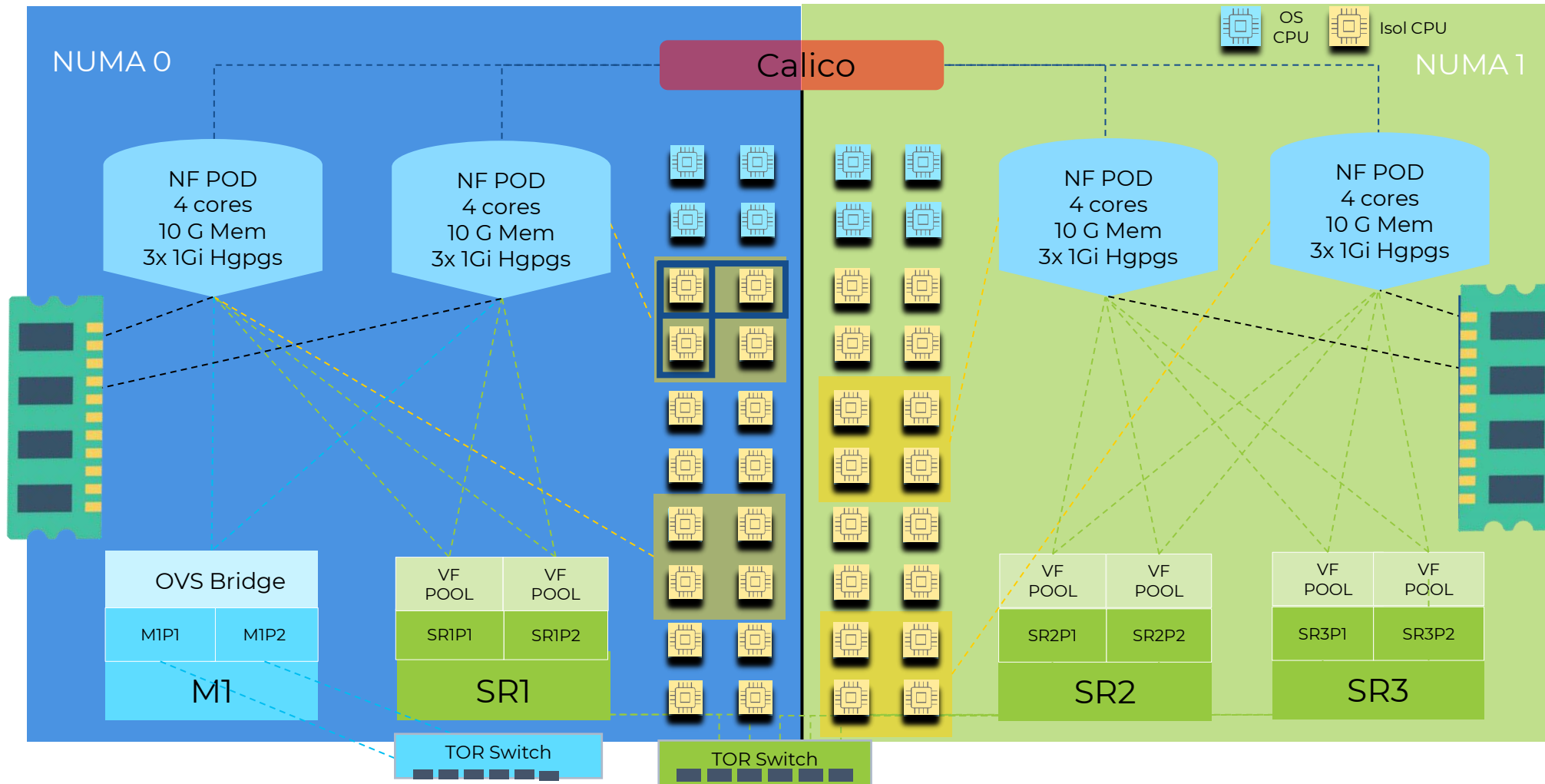
Robin cloud-native platform architecture

1-Click or API-driven end-to-end Automation

Deploy, Scale, Heal, Upgrade, Snapshot, Clone, Backup, entire application pipelines



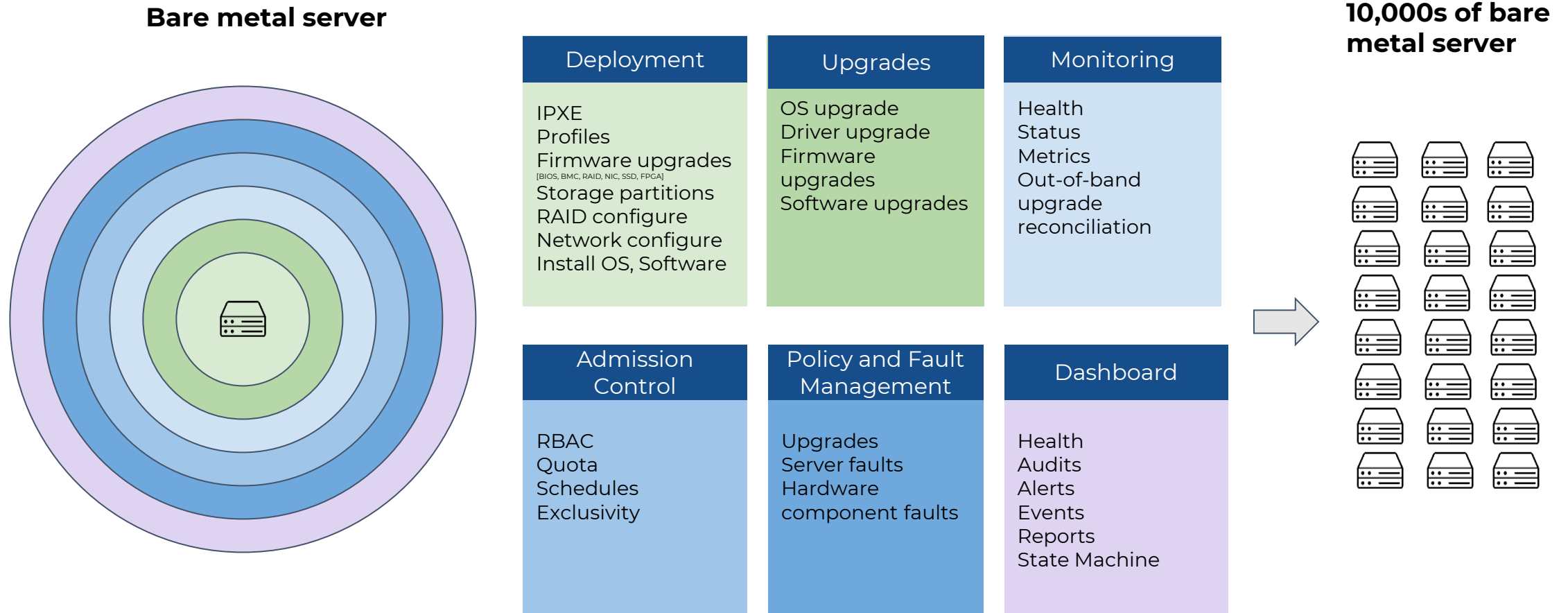
Provisioning RAN/Edge Applications



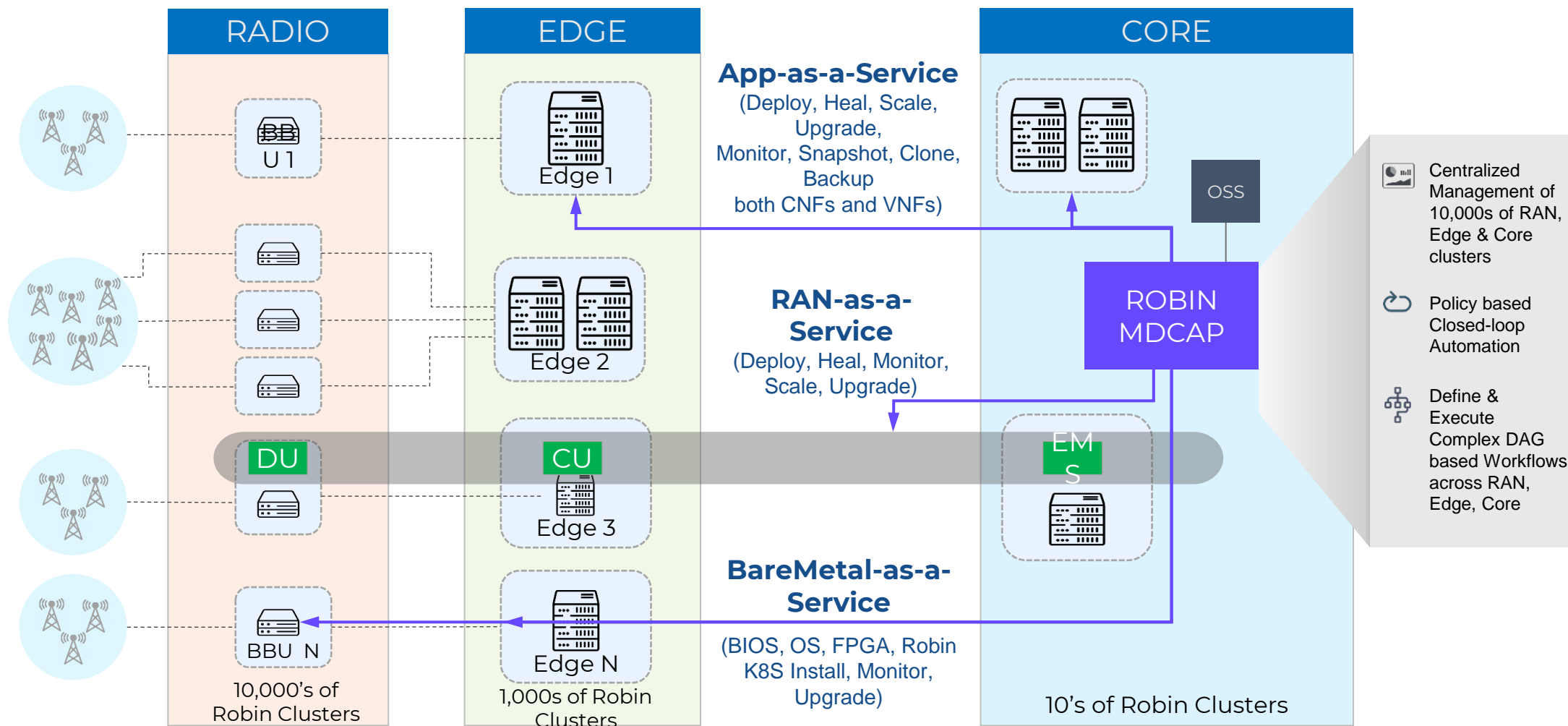
Orchestrator (MDCAP)



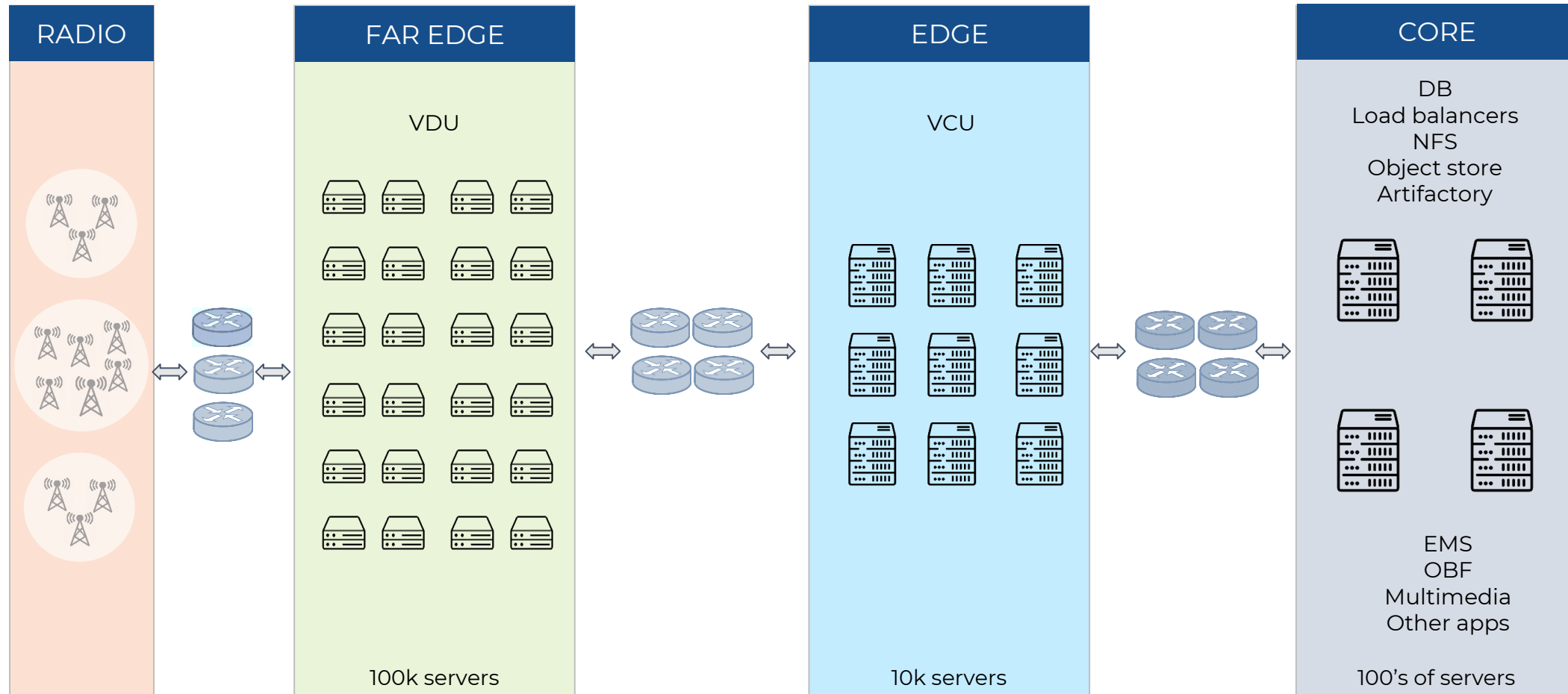
MDCAP - Bare metal server life cycle management



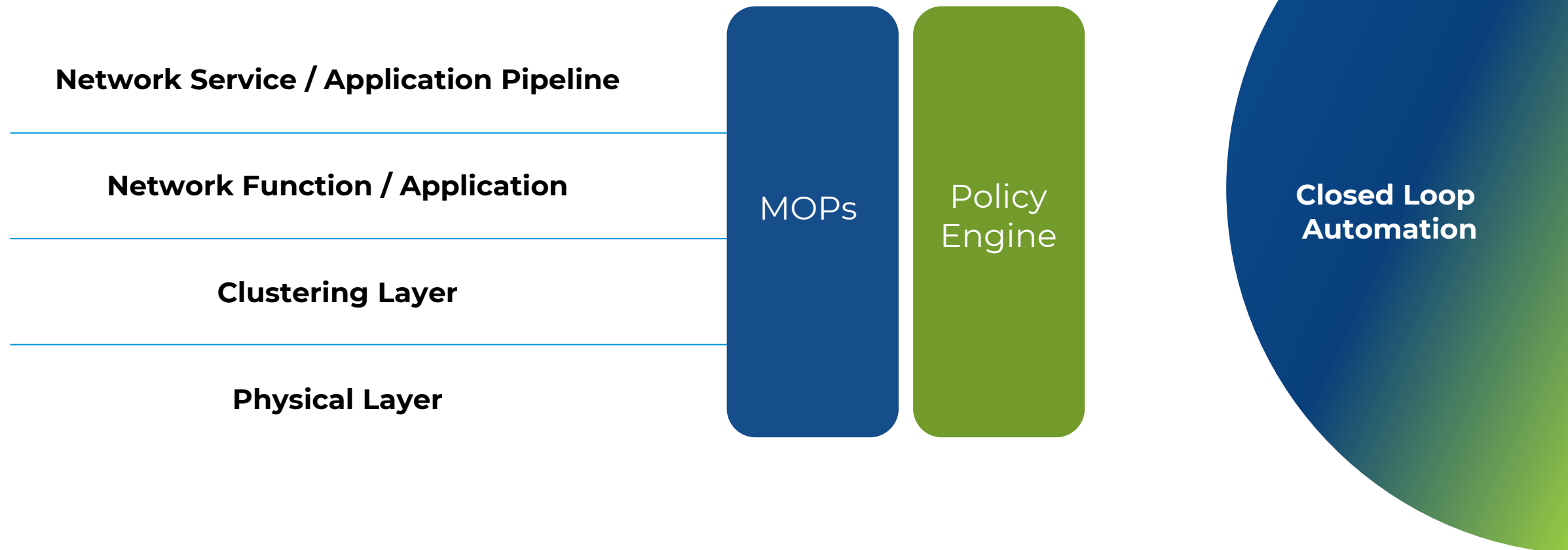
Robin's multi-cluster automation platform



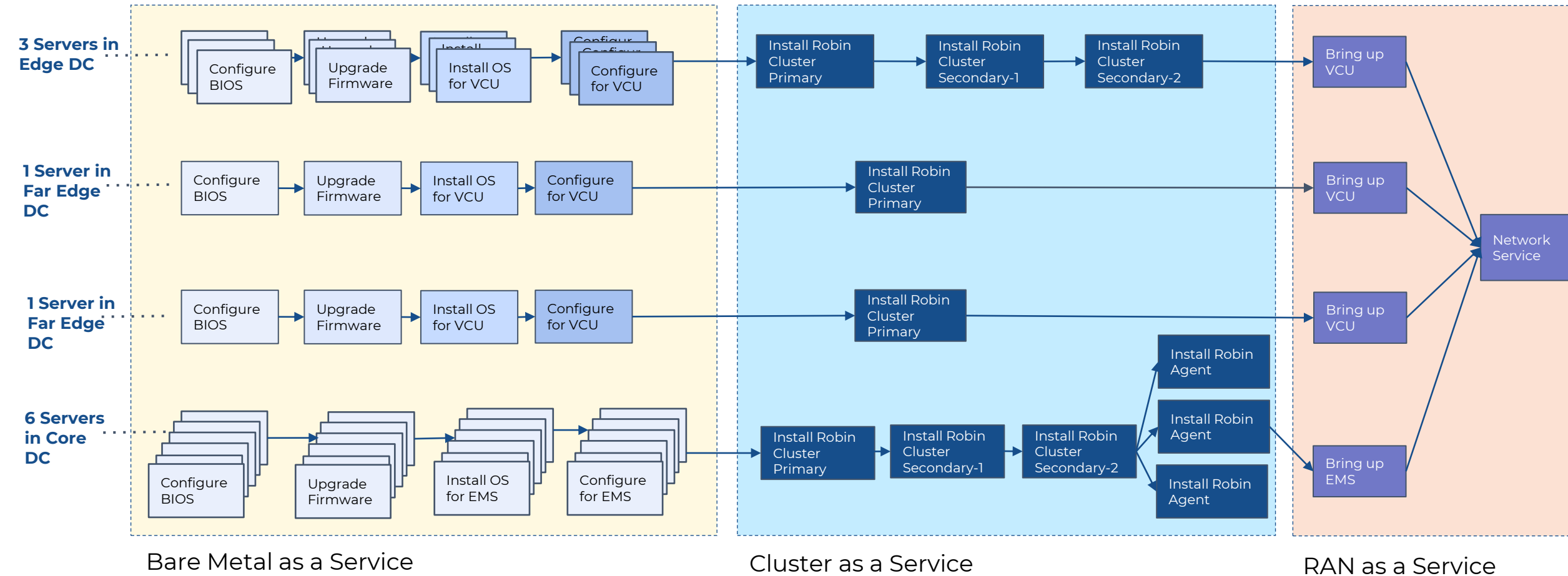
5G Disaggregated Service Delivery



End-to-End Life Cycle Management



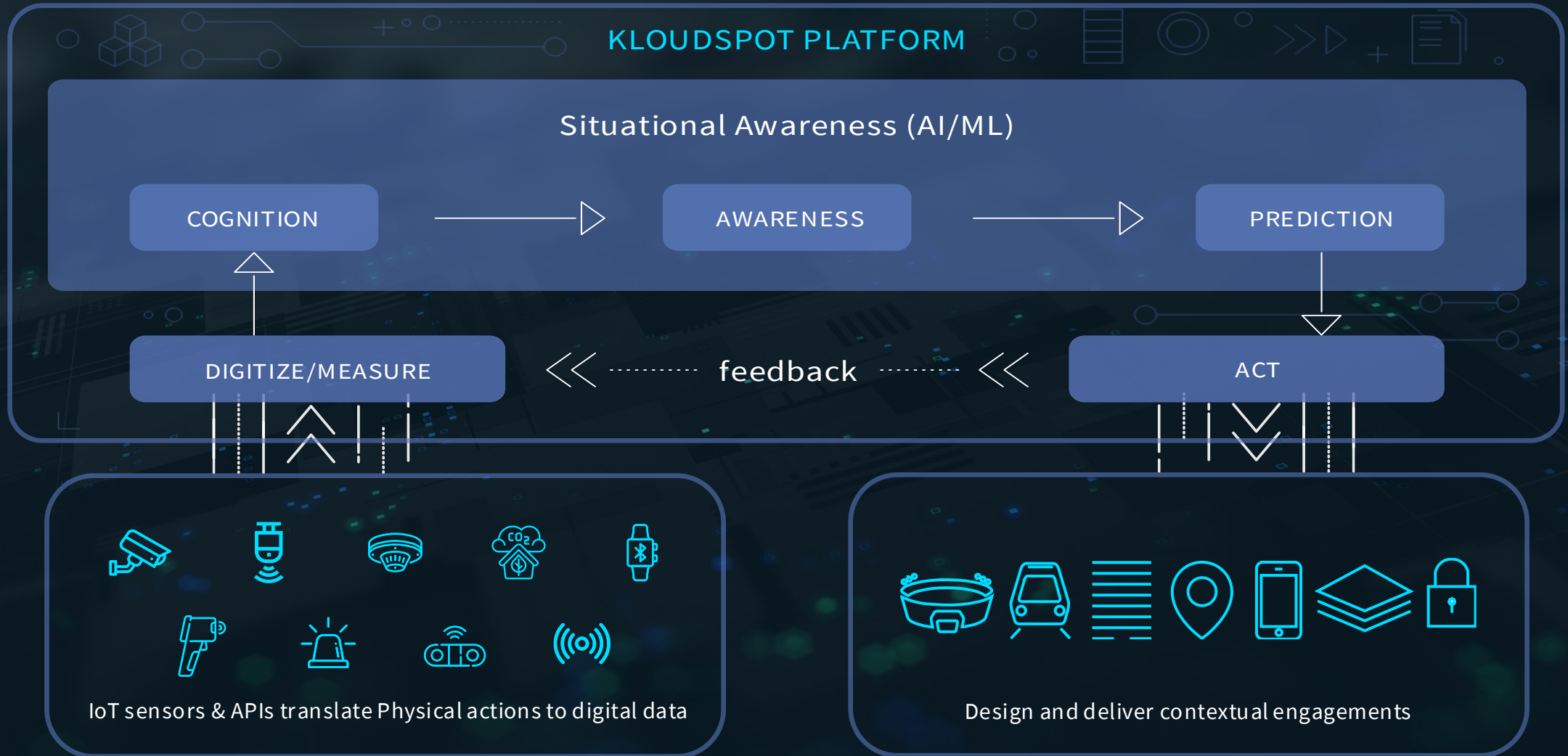
Workflow driven life cycle management



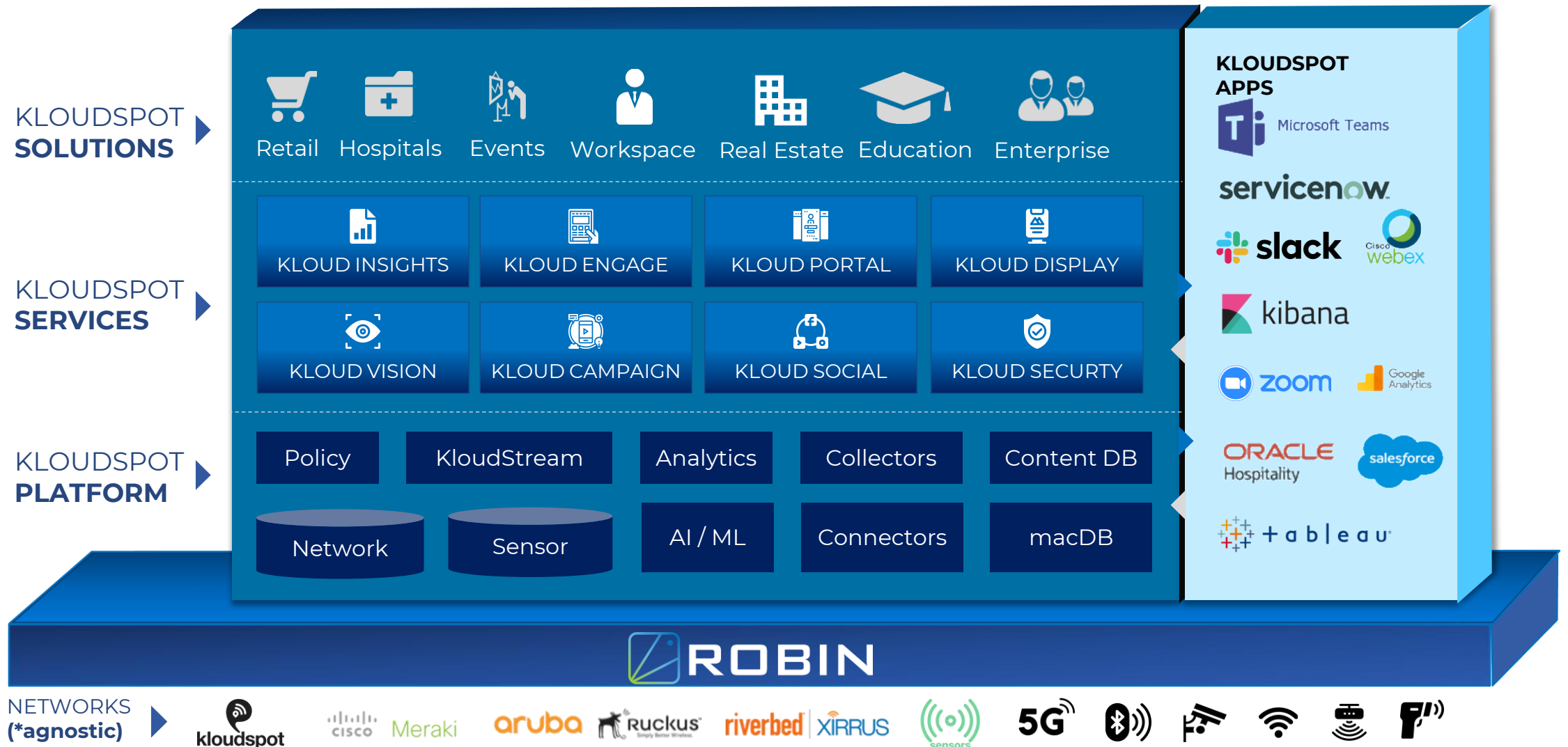
Edge Applications (Kloudspot)



Kloudspot Situational Awareness and Intelligence Platform

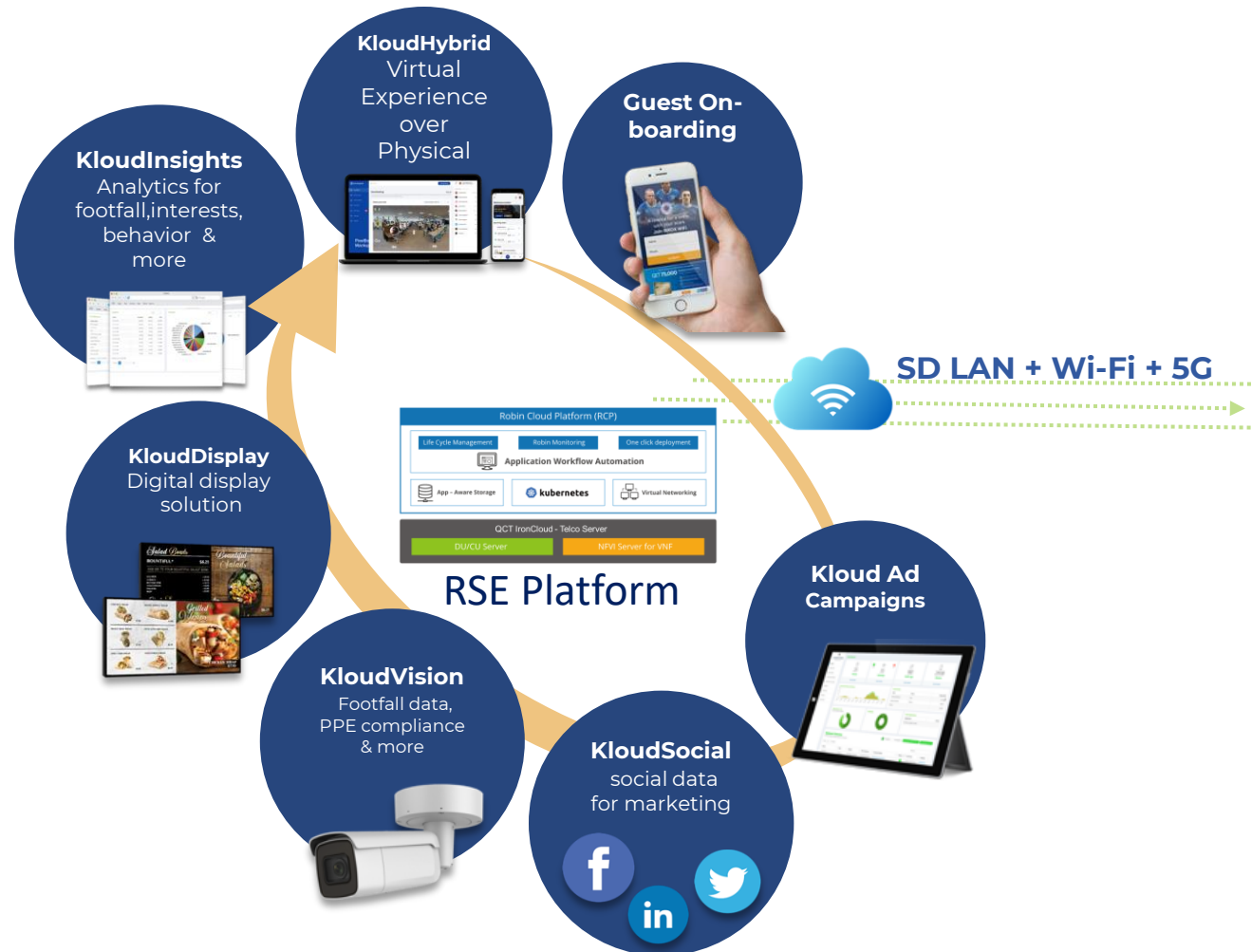


RSE Powered

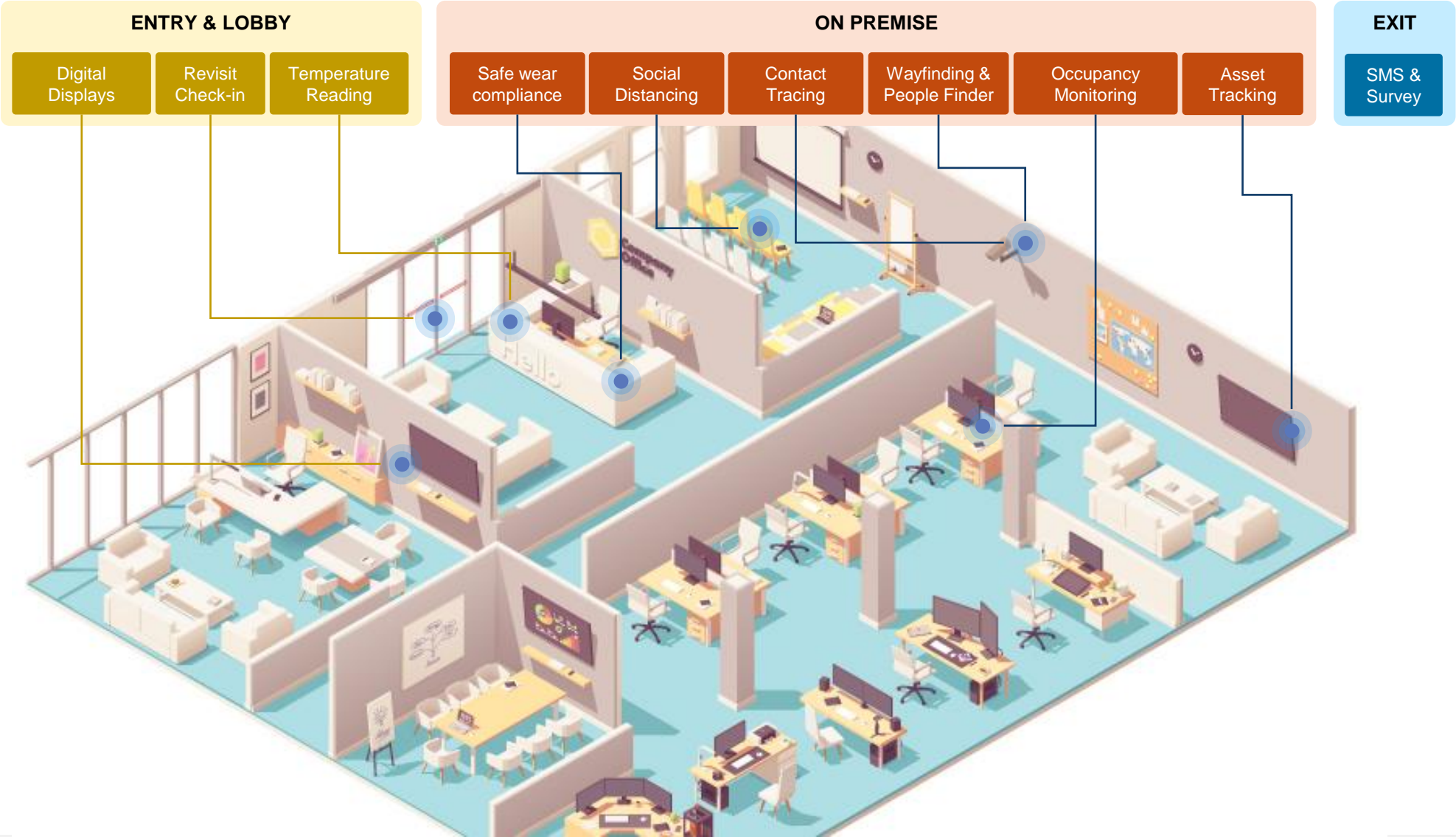


Modular Plug and Play System

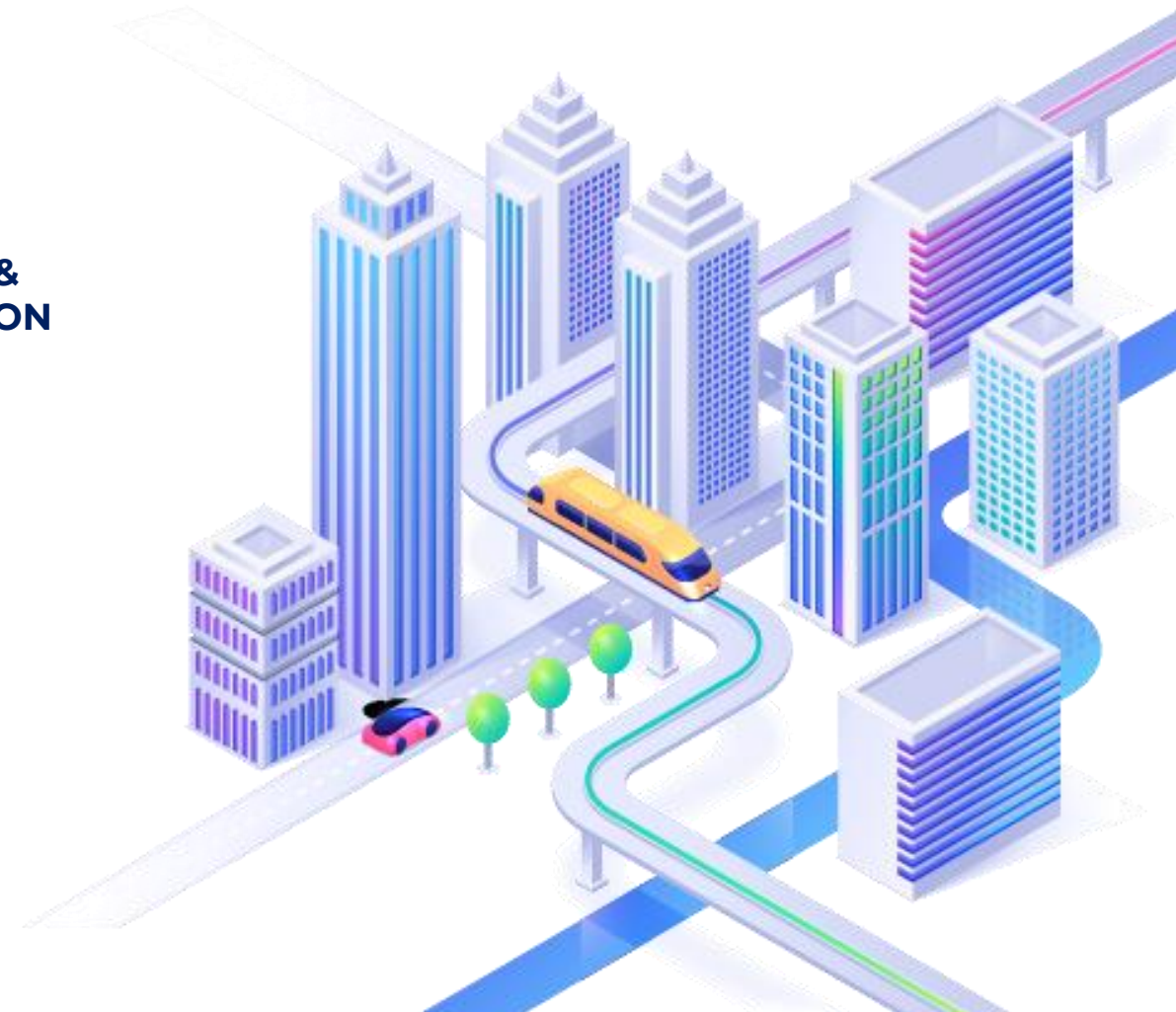
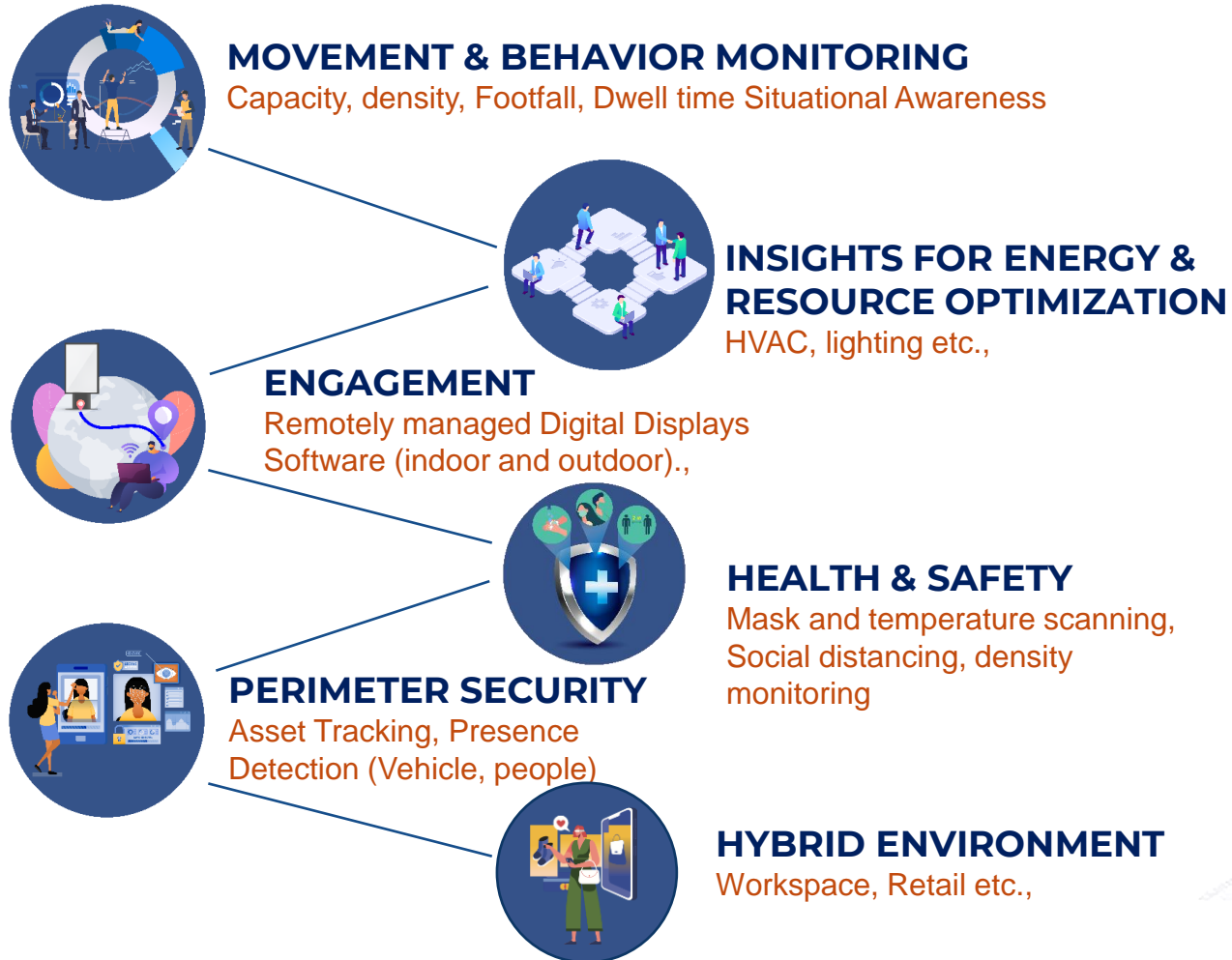
Kloudspot combines the best of IoT, AI-based analytics, Engagement and security on a single platform. Kloudspot Platform enables businesses to deliver exceptional digital experiences with ease.



Workplace



Connected Solutions for the built environments



Hybrid Office

Safe Re-opening: Intelligent Workspace

NECIS

NEC Networks and Systems Integration Corp.

Enabling a distributed and remote workforce

Sparkling innovation and collaboration in a hybrid workspace

The Challenge

Enable a safe 'return to office' hybrid strategy, assure employee health and safety, and drive productivity and innovation.

The Kloudspot Solution

Data-driven, real-time heatmaps, contact tracing and location based social distancing, combined with WiFi, camera and sensor data and easy integration with enterprise business applications. Visitor Management and frictionless employee on-boarding and booking for remote and physical worker force enablement.

The Impact

Fast migration to a distributed, connected and hybrid work model that ensures employee health and safety.





Hybrid Office

Safe Re-opening: Intelligent Workspace

“Post-COVID, we will have a new workstyle globally. A best-of-breed environment with multiple cloud services, like Symphonict, is a mandatory. Kloudspot’s location-based data analytics can reach into an organization’s Wi-Fi, camera and sensor data to monitor everything from people density and air quality to humidity and CO2. Kloudspot can collect and handle all of this data, analyze it, find the insights and automatically trigger responses for what to do next, in business or in life.”

Osamu Kikuchi

Head Of Business Development, NECIS



Situational Awareness and Location Intelligence

Smart Signage and Hybrid Workspaces

Space Utilization and Facilities Planning Intelligent Office

Freedom Financial Network

A digital Transformation Strategy for Financial Services

Location based analytics saved \$20 million in space and facilities costs.

The Challenge

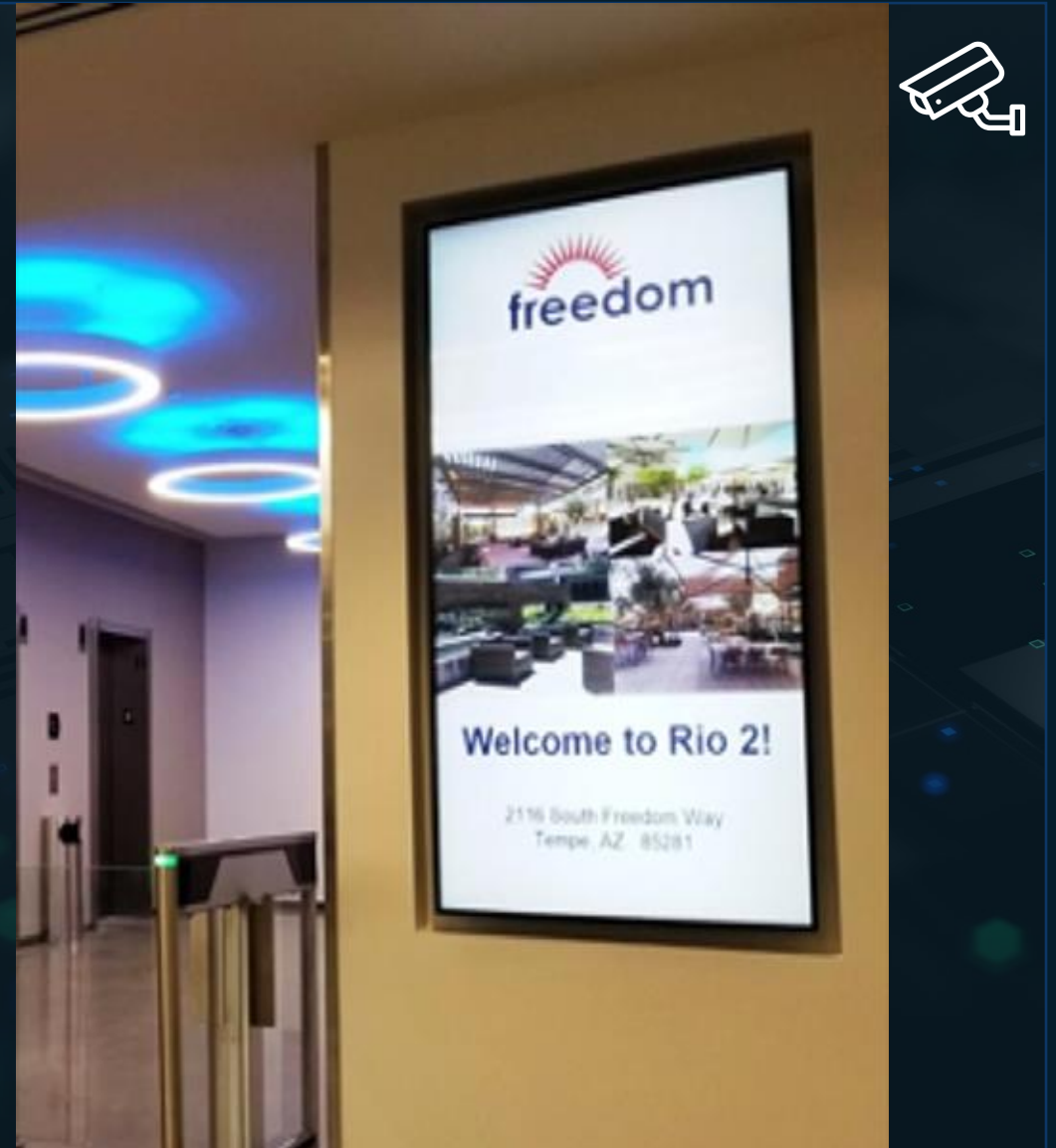
Greater expense control, increase employee SAT scores and enable a safe 'back to office' strategy.

The Kloudspot Solution

Foot-fall and capacity analytics; device location services; digital signage and connected cameras for physical security monitoring.

The Impact

\$20 million facilities savings; 13% increased employee SAT scores. Expected ROI 3-4x.



Leveraging Data to Drive Business Value

Intelligent Theme Park

DXB Entertainments PJSC Dubai Parks and Resorts

Dubai Parks and Resorts is the region's leading integrated theme park destination spread over 30.6 million square feet of land.

The Challenge

Track and understand visitor behavior patterns to drive revenue and delight park guests.

The Kloudspot Solution

Delivered full visibility and data analytics with geospatial location, foot-fall measurement, queue tracking, and context and proximity information.

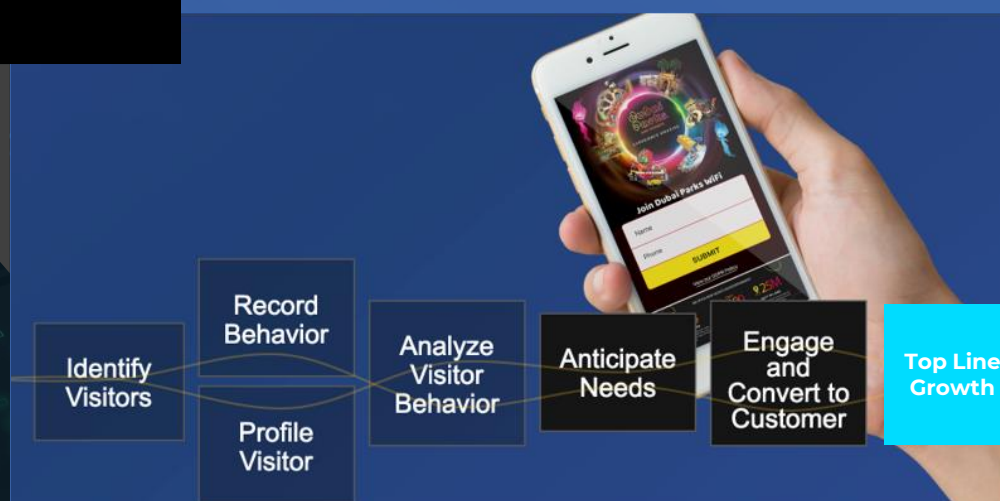
The Impact

Increased ticket sales, multi-venue visits, event attendance and guest satisfaction.



Situation Aware Platform for Business Transformation

Guest WIFI for Dubai Parks and Resorts



Leveraging Data to Drive Business Value

Intelligent Theme Park



“Customer footfall analytics allows us to make informed decisions about operational management. By understanding and tracking each step of the guest journey we can be responsive to the needs of our customers, continuously improve our offering and deliver best-in-class guest experiences.”

Group ICT Director
DXB Entertainments



The Connected Citizen Experience Intelligent City

City of Erie, PA

IoT Breakthrough Smart City Innovation 2020
Award Winner

How the fourth largest city in PA used Kloudspot to fuel city revenues, equalize Wi-Fi access for citizens and small businesses and helped communities bounce back in the era of COVID.

The Challenge

Connect, empower and engage citizens, monetize investment and stimulate economic recovery.

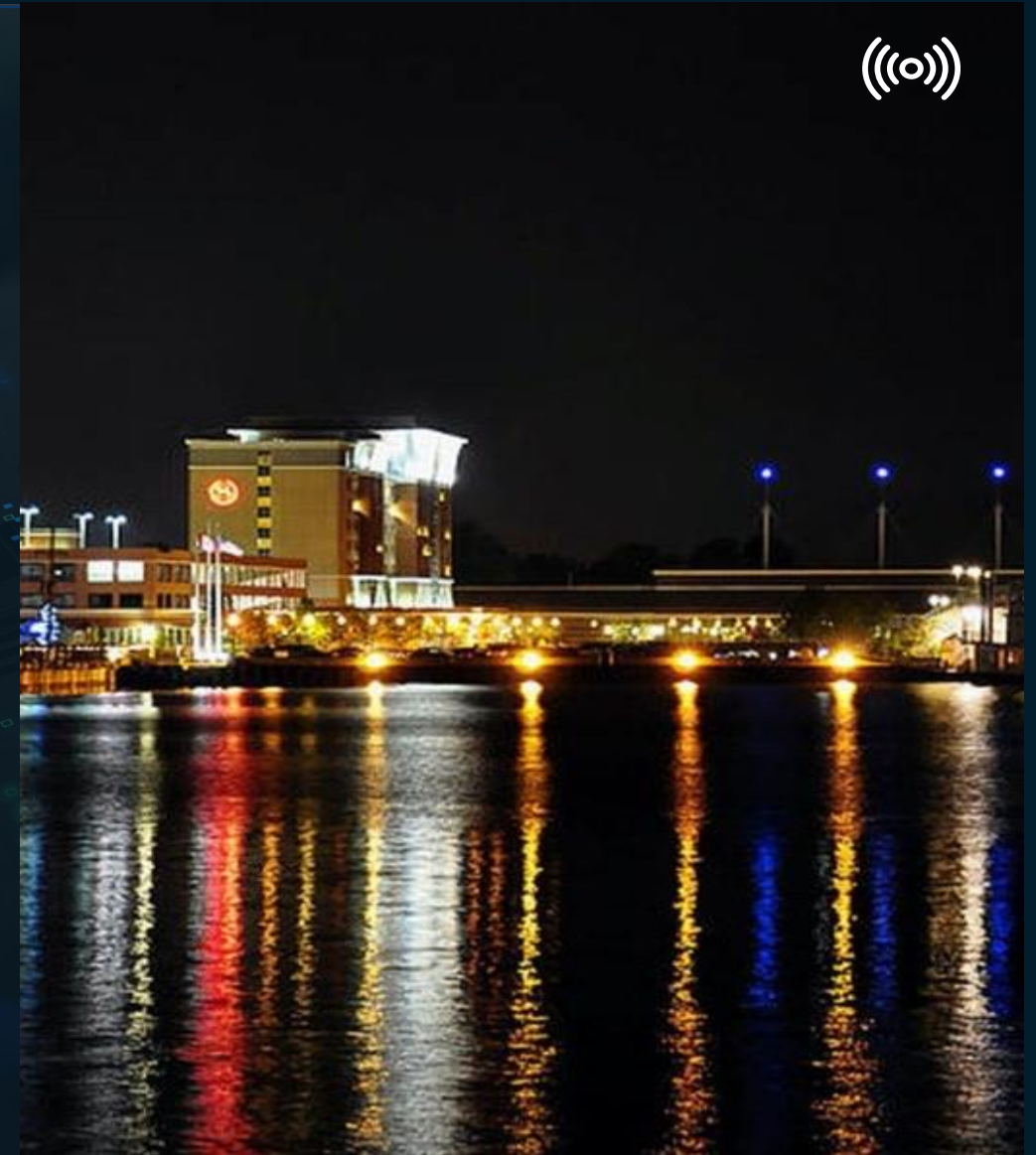
The Kloudspot Solution

WiFi, digital signage and a customized portal enabled real-time citizen engagement and safety, drove sales for local businesses and delivered ad revenue to offset investments.

The Impact

Reduced traffic congestion, equalized access to technology and stimulated economic development. Replicable model to capitalize on the \$189.5B TAM*

*IDC



The Connected Citizen Experience Intelligent City

“With Kloudspot, we can do much more than deliver Wi-Fi services and traditional digital advertising programs. We can localize news and weather, which are both monetizable for ad revenue. We can serve real-time offers from nearby businesses. We can link to the city’s website and enable everything from safety alerts to payment for city services such as waste and recycling. All of this will pay back the tech investment and create revenue streams for the city itself.”

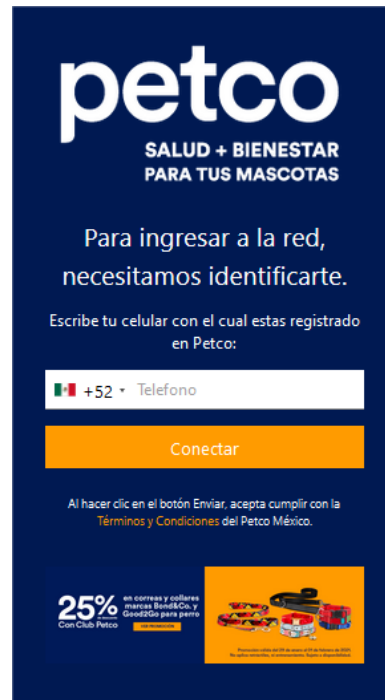
Ed Olsen

VP of Outcome-Based Funding, Quantela Inc.

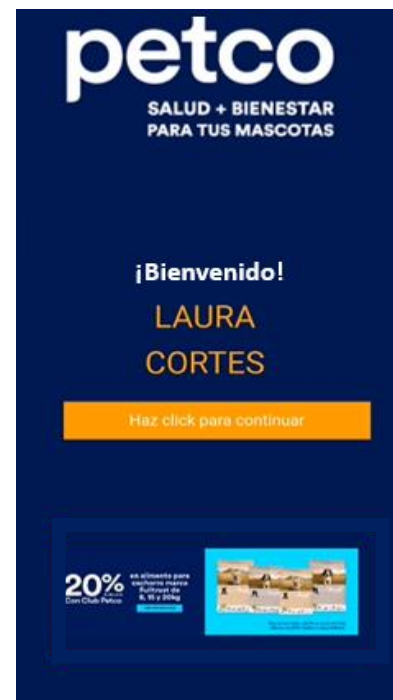




Kloud Portal



Authentication page



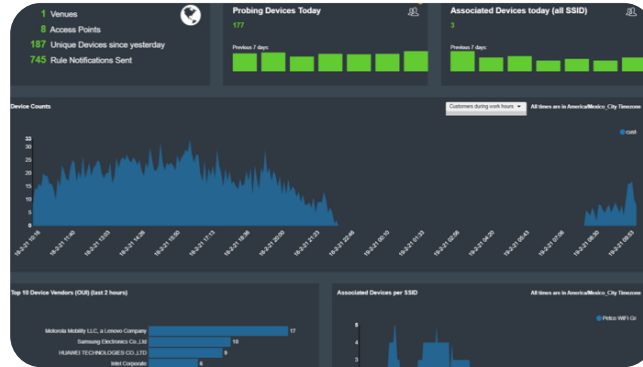
Welcome page



Created a call-to-action via user push notifications:

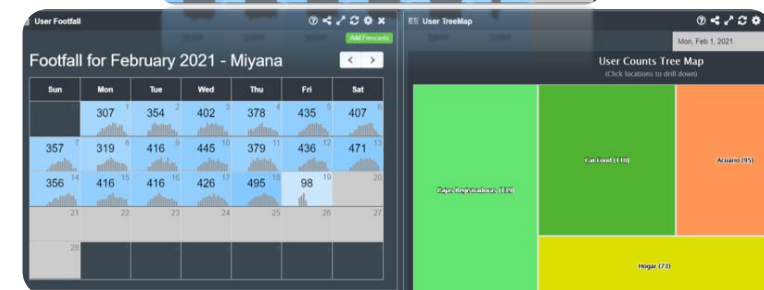
- Download Petco app
- Real-time in-store specials & promotions





Portal Insights: Customer Dashboard

KloudInsight's



Customer Dwell Times, Footfall, & Capacity Counts by Zone

Customize Data points through Kloudlet's and Kloudspot's robust rules engine



Thank You



robin.io



[@Robin4K8S](https://twitter.com/Robin4K8S)



info@robin.io

Robin.io HQ

2001 Gateway Place, Suite 340E, San Jose, CA 95110