



Business development: B2B real-time digital assistant

	Q1	Q2	Q3	Q4
USA	NRF 2019, Approach US-Based chains	Sign in US-based retailer	Proof Of Concept USA	Approach big chains.
China			Sign in retailer	Proof Of Concept
Russia	ECR conference. Enlarge retail scope for OSA services	ECR Forum. Enlarge services with key retailers and Manufacturers		Enlarge retail scope for OSA services
Japan				Sign in retailer
Korea				Sign in retailer - TBC

# Product development: B2B real-time digital assistant

	Q1	Q2	Q3	Q4
AI, Business Simulation	Enhance AI engine. Adapt to the new store formats	Add new features into multifactorial model. Store segmentation service.	Pro-active alerting set-up. Supply chain optimization services. Demand forecasting service.	Decision Support System: Promotion and Assortment (development). Ad-hoc gaps finder.
Image Recognition & other sensors	Testing new technologies providers in different market within existing OSA inru-structure. Cameras test. Bar-code reader. QR-code reader. Add pricing features		Assortment coverage for selected retailers and manufacturers. Deploy pricing features.	
APP, WEB, BOT, Back-nd	New APP . New Data Transport engine.	APP enhancement for Marketing and Supply Chain needs. Adaptation for new markets/customers. Education BOT. New WEB for field force. Admin-service for managers to create its own dashboards		Charts, alerting for promo, assortment, etc
Block-chain	Blockchain competition		Blockchain technology selection	New BC technology adaptation for particular business cases
Value Creation	Focus on Shelf level	Focus on Store Level. Engage responsible managers as per hierchy structure by enlarging Alertin and Escalating services		Focus on Supply chain improvement

## B2C digital assistant inside the selected retail universe

	Q1	Q2	Q3	Q4
USA			Focus groups tests	Design product using retailer infrastructure
China			Focus groups tests	
Russia	Recommendation engine upgrade		Recommendation engine test	Recommendation engine deployment

## Team set up

	Q1	Q2	Q3	Q4
USA	Project & Financial teams set up		set up HQ and Sales team	Enhance team by Sales, IT& DS
China	Market discovery and partnership negotiations		set up project team	
Russia	Optimize the team	Enhance team by KAM, IT	Enhance team by Data Scientists	
Japan		Market discovery and partnership negotiations		
Korea				Market discovery and partnership negotiations

## Token

	Q1	Q2	Q3	Q4
International	Token sales results finalization		Financial instruments development	