

Services Weekly Project Review

7 May 2025

Agenda



- Review Management Summary Level for all active projects (chart)
- Review One Pagers, Project & Deployment Timelines and Back to Green plans for Red and Amber Status Projects
 - Note One pager to include split on Use Cases Customer/Product
 - Key Milestone Dates should be included
 - Transition to Support Dates to be included
- Adhoc review of Projects in Green Status - one pagers, project and deployment timelines
- Review Tracker table of transition to support Dates
- Update Master Sheet for overall project status
- Actions from last week

Project Health(Customer Wise)– India Team



RED	AMBER	GREEN
CHT(core9)	Nestle(core9)	HPCL
	TRL	McD(CPlus - POC)
	JIO BP CNG	HUL(CPlus - POC)
	JIO BP SOLAR	Reliance(CPlus - POC)
		JIO BP RMS
		JIO BP Warehouse
		JIO BP EV
		UPL
		L&T
		WoolWorths
		Britannia
		Xerox
		Heineken
		Datema
		Onitio
		Novo Nordisk

Deployment Plan



Sr No	Projects	Status	Project Scope	Owner	Q1	Q2	Q3	Q4	Notes
1	JIOBP AFS	●	POC	Nayanika / Ananthan	<div></div>				
2	CHT	●		Nayanika	<div></div>				
3	Nestle	●	250 cameras additional to 4 Sites existing	Nayanika					
4	TRL	●	Adding 150 additional cameras - currently 25 cameras supported	Nayanika					
5	JIOBP NRO	●	40 Sites	Nayanika / Ananthan	<div></div>				Moved to support in Q1
6	JIOBP Solar	●	15 Sites	Nayanika / Ananthan	<div></div>				Currently in support , there will be phase 2 deployment coming in Q2
7	Britannia	●	20 Cameras (1 site) in support/ Additional 49 sites are in TBD	Pavan	<div></div>				
8	L&T	●	1000 Cameras - Sites?	Geetha / Nithin	<div></div>				
9	HPCL	●	Retail – 6246 / 3800 Sites . Locations – 3400 / 82 Sites	Nithin/ Geetha/ Pavan					Retail Phase 1- 200 sites moved to support Retail Phase 2 -467/600 sites moved to support. Locations-82 sites moved to support
10	JIOBP CNG	●	30 Sites	Nayanika / Ananthan	<div></div>				Moved to support , Levnovo – Issues in process

Deployment Plan



Sr No	Projects	Status	Project Scope	Owner	Q1	Q2	Q3	Q4	Notes
11	JIOBP EV	●	28 Sites	Nayanika / Ananthan					Dependent on client
12	JIOBP Warehouse	●	2 Sites	Nayanika / Ananthan	<div></div>	◆			In Support
13	Reliance Digital - POC	●	97 Cameras/5 Sites	Pavan	<div></div>	◆			
14	MCD - POC	●	24 cameras/2 sites	Pavan	<div></div>	◆			
15	Onitio	●	Deployed at 2 sites	Prakhar					
16	Datema	●	Deployed at 2 sites	Prakhar					
17	UPL	●	84 cameras	Nayanika / Ananthan					
18	Heineken	●	Deployed at 1 site	Prakhar					
19	Xerox	●	Deployed at 2 sites	Prakhar					
20	Novo Nordisk	●	Deployed at 1 site	Prakhar					
21	Woolworth	●	POC	Nithin					
22	HUL - POC	●	TBD	Pavan	<div></div>	◆			
23	JIOBP Cleanliness -POC	●	POC	Geetha					

Red Project Update

Scope & Implementation Date (including Revenue)

Reasons Leading to Project Pause:

1. The performance of the solution was not accepted by CHT team and thus the project was paused for couple of months.

Current Update:

The customer has approved the solution for deployment across four sites.

Revenue: NA

Total Use cases : 25

Customized Use cases: 10

Product Use cases: 15

Issues & Risks

NA

This week's Status to Plan

- Core9 has started testing on 4 usecases across 6 cameras from 5th May. Currently no issue/concerns has been addressed by the team.

Schedule for Next Week

1. Handover of 4 use cases on 6 cameras shall be handed over to CHT.

Resource and Revenue

- **Frontend:** Rahil Rahid / Subham Das
- **Backend:** Alida P Issac
- **Computer Vision (CV):** Shalom
- **DevOps:** Ritik Gupta
- **QA:** Shridar DT

Back to Green Plan- CHT



- We will hand over the solution to CHT on May 12th, after which they will conduct testing and provide approval. Once we receive the approval, the status can be moved to green.

Scope & Implementation Date (including Revenue)

POC is under discussion. Yet to finalise the date.
Pending from RBML

This week's Status to Plan

Schedule for Next Week

- **Back to green plan** – Once Jio BP provides us with the POC, we can proceed. We are waiting for their response.
Expect to get confirmation in june

Issues & Risks

Resource and Revenue

NA

Amber Project Update

Scope & Implementation Date (including Revenue)

1. **Deployment of VAIA solution on 250 cameras across 4 sites.**
2. **Handover of the solution is planned on April 15th, 2025**

Revenue– 800K

Total Use cases: 16

Customized Use cases: 7

Product Use cases: 9

This week's Status to Plan

1. Pending from Nestle: The **Shiftwise feature** has been deployed to UAT, and Core9/Nestle is currently validating the changes. Once approved, the changes will be moved to production.
2. Bulk closing feature for alarms is deployed and released as per the plan on **24th April, 2025 currently in UAT**
3. Regarding Sign-off: It was decided that Core9 and Nestle was supposed conduct tests from 28th. Based on the results, the solution was supposed be handed over to Nestle team for testing and sign off 30th April, 2025. Due to server shutdown, this activity was not possible.
4. We have received positive feedback from Nestle team regarding the testing conducted during the management visit. They still have couple of events lined up for this week. We are jointly working for this purpose.

Schedule for Next Week

1. To conduct tests on each camera against each use case.
2. Handover to support plan is on hold as we are waiting for the signoff from the client.

Issues & Risks

- The **NVR timings** are incorrect on most of the cameras. This issue has been logged with Nestle for investigation and resolution.
- **Malicious Activity seen on nestle servers last week, and the same issue is reported to Core9. No Updates received till date.**

Back to Green Plan- Nestle



- To conduct the tests on all cameras against each use case and get a sign off from Nestle/Core9 team.
- To work closely with the team and solve issues during testing.

Pending from Nestle Team:

1. The camera view change occurs frequently in Nestle and they are reluctant to change the view to the original view. Due to this, the solution may or may not work as expected.
2. Pixelation issue in KBF site. Needs to be resolved asap by client.
3. The **NVR timings** are incorrect on most of the cameras. This issue has been logged with Nestle for investigation and resolution.
4. Nestle Server shutdown updates are yet to be discussed with the team.

Resources:

- **Frontend:** Rahil Rahid / Subham Das
- **Backend:** Alida P Issac
- **Computer Vision (CV):** Resham Sundar
- **DevOps:** Ritik Gupta
- **QA:** Hari Haran

Scope & Implementation Date (including Revenue)

Total Number of Sites: **30**

Cameras Per Site: **5**

Deployed Sites: **28**

Total Use cases : **18 (14 customised, 4 in product)**

Moved to Support

Upcoming Sites: **30**

Revenue: \$100,719.31

~~ARR – \$68,191.54~~ ~~Services – \$32527.77~~

Issues & Risks

1. 2 Sites (KRT005 & JHF021) have port issues.
2. The **Lenovo devices that have been installed are not consistently reliable.**
3. Most sites have poorly positioned camera angles.
4. Few sites have poor network, even with AirFiber or SIM routers.

This week's Status to Plan

1. Jointly simulated and test the wait time and fuelling status.
2. Made changed to Trend Analysis, Summary report in dashboard.

• Schedule for Next Week

Back to Green Plan – Once Lenovo provides us with a fix, we will implement it across all sites, and the project will be marked as green.

•Resource and Revenue

- Frontend:** Rahil Rahid / Subham Das
- Backend:** Alida P Issac
- Computer Vision (CV):** Aditya Kumar
- DevOps:** Ritik Gupta, Nitishkumar J G, Rani Nagwadia, Utkarsh Kumar
- QA:** Hari Haran

Scope & Implementation Date (including Revenue)

Total Number of Sites: **15**

Cameras Per Site: **10**

Deployed Sites: **15 (2 sites L3 completed)**

Total Use cases : **13 (7 Customised, 6 in product)**

Moved to Support

Upcoming Sites: 40

Revenue: \$170,743.05

ARR – \$6,783.46 Services – \$32527.77

Hardware – \$154,687.50

Issues & Risks

This week's Status to Plan

1. Data collection and retraining
2. All faulty devices have been replaced with Raspberry Pi devices, and the installation process is currently underway. The completion of this installation is expected by May 9th.

Schedule for Next Week

1. **Back to Green Plan** – Once the sites are set up by May 9th, we can proceed with the deployment and move the project to green.

• Resource and Revenue

- **Frontend:** Rahil Rahid / Subham Das
- **Backend:** Alida P Issac
- **Computer Vision (CV):** Sai Manoj Kotapati
- **DevOps:** Nitishkumar J G
- **QA:** Shridar DT

Scope & Implementation Date (including Revenue)

Scope:

Expecting to run the solution on 150 cameras.

Current Status: The solution is currently running on 25 cameras having 7 use cases.

Product Use case: 5

Customised Use case: 2

Renewal Update:

The client has confirmed they will proceed with the renewal by the 15th of May, 2025.

Issues & Risks

This week's Status to Plan

Follow up on the renewal plan with the client.

Schedule for Next Week

Back to Green Plan – The client has confirmed they will proceed with the renewal by May 15th, 2025. Once we receive this confirmation, the project will move to green.

Resource and Revenue

- **Frontend:** Rahil Rashid / Subham Das
- **Backend:** Alida P Issac
- **Computer Vision (CV):** Sai Manoj Kotapati
- **DevOps:** Nitishkumar J G
- **QA:** Shridar DT

Scope & Implementation Date (including Revenue)

Total Number of Sites: **40**

Cameras Per Site: **10**

Deployed Sites: **30 (10 sites are still pending from JIOBP)**

Total Use cases : **29 (17 customised, 12 in product)**

Upcoming Sites: **40 (Expected by 1st week of May, 2025)**

Moved to Support

Revenue: \$100,719.31

ARR – \$68,191.54 Services – \$32527.77

This week's Status to Plan

1. Sign Off done from Navada Site in Mumbai. Sanpada site Sign Off is yet to be received.

Schedule for Next Week

- Model Improvement on Decantation, sand bucket, ingress and egress logic review and update from CV.

Issues & Risks

1. Most sites have poorly positioned camera angles – **JIOBP**
2. 6 sites have port issues and 5 sites are offline: **JIOBP**
3. Camera accessibility issue in 2 sites: **JIOBP**

Resource and Revenue

- **Frontend:** Rahil Rahid / Subham Das
- **Backend:** Alida P Issac
- **Computer Vision (CV):** Aditya Kumar & Saimanoj Kotapati
- **DevOps:** Ritik Gupta, Nitishkumar J G, Rani Nagwadia, Utkarsh Kumar
- **QA:** Shridar DT

Green Project Update

Scope & Implementation Date (including Revenue)

1. Deployment of VAIA at 1000 cameras
2. Implementation date – Jul 25

Arr Revenue- (\$115,664)

Total Usecases – 24

Available in product – 13

Custome use case – 11

This week's Status to Plan

1. 47 cameras Deployment is completed.
2. Mapping use cases against existing cameras.
3. Camera onboarding Demo session completed for the user.
4. We had a call with L&T customer & prod team for regarding custome usecase –10,there is a dependencies on customer end to provide camera details and live simulation videos

Schedule for Next Week

- 1.Planning to complete the deployment of–40 more cameras but waiting for customer to provide camera details(RTSP links)
- 2.Making changes in dashboard as per the customer requirement.
3. The rollout plan has already been finalized and shared with L&T. We are currently awaiting their approval.
4. Working on live streaming feature, we have provide the requirements.

Issues & Risks

1. They are 10 usecases which are not ready , under discussion with product team , meanwhile we have asked customer to provide simulation videos and more data for model training.
2. Dependencies is on customer to provide clarification on usecases hence we have setup call with customer and Prod team

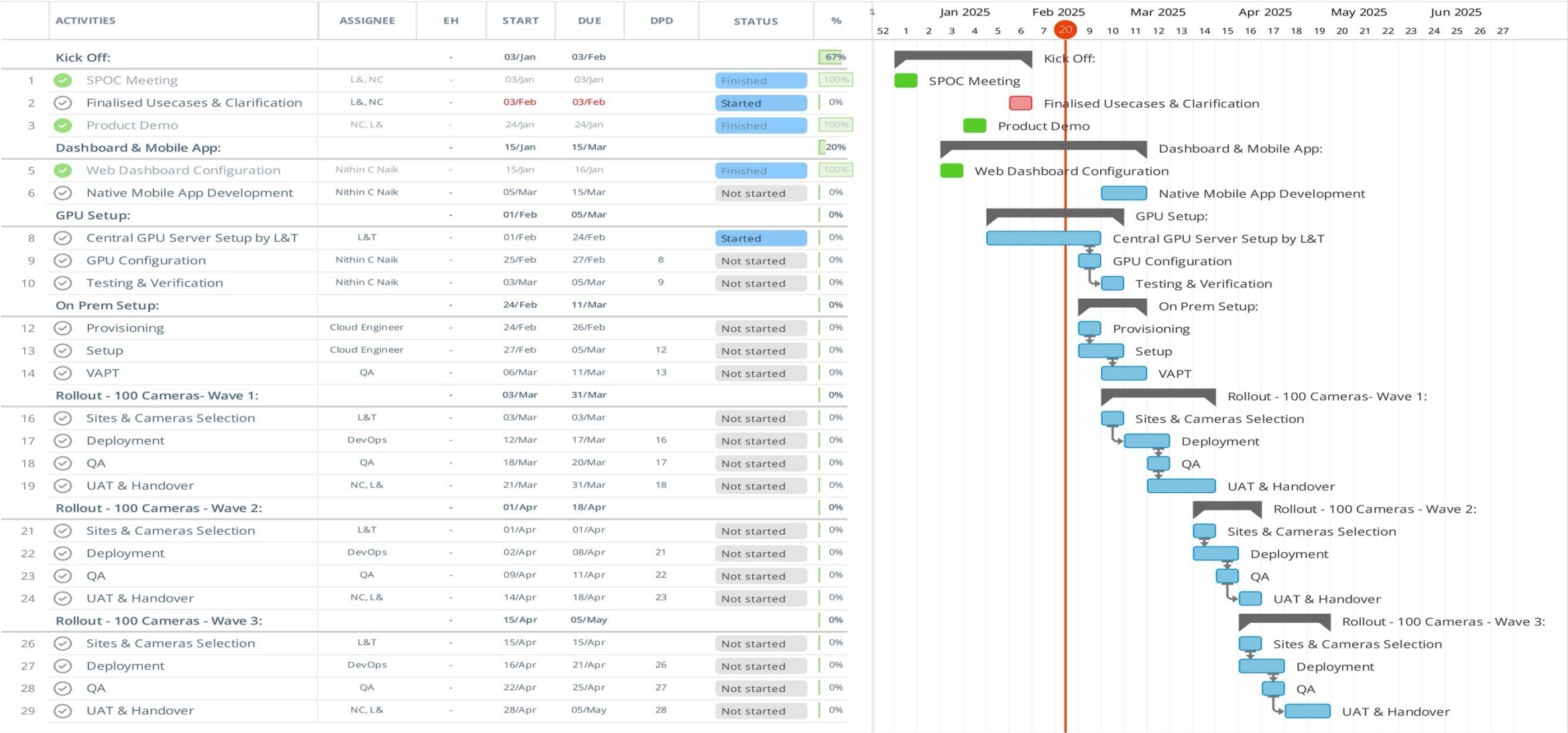
Resource and Revenue

1. Geetha (Engagement Manager)
2. Bhuvan(Devops)
3. Manjula(QA)
- 4.Arvind(Backend)
5. Subham DAS(Frontend)
- 6.Anshuman(CV)

L&T Project Plan

L&T

Read-only view, generated on 20 Feb 2025



Scope & Implementation Date (including Revenue)

1. Deployment of VAIA at 50 sites
2. Implementation date – 18/02/2025

Revenue – \$ 111,046

Total Usecases – 22

Available in product – 21

Custom usecase – 1

Issues & Risks

1. Customer has not come up with the update post multiple calls regarding the status of the project –

Project health – Green

Customer health – Amber

This week's Status to Plan

Tested all of use cases, and all alerts are generated.

Schedule for Next Week

1. Reviewing the changes implemented on dashboard and Feedback on the alerts generated session with Britannia planned in this week
2. Discussion happened with customer on rollout plan, Waiting on customer to respond on the same

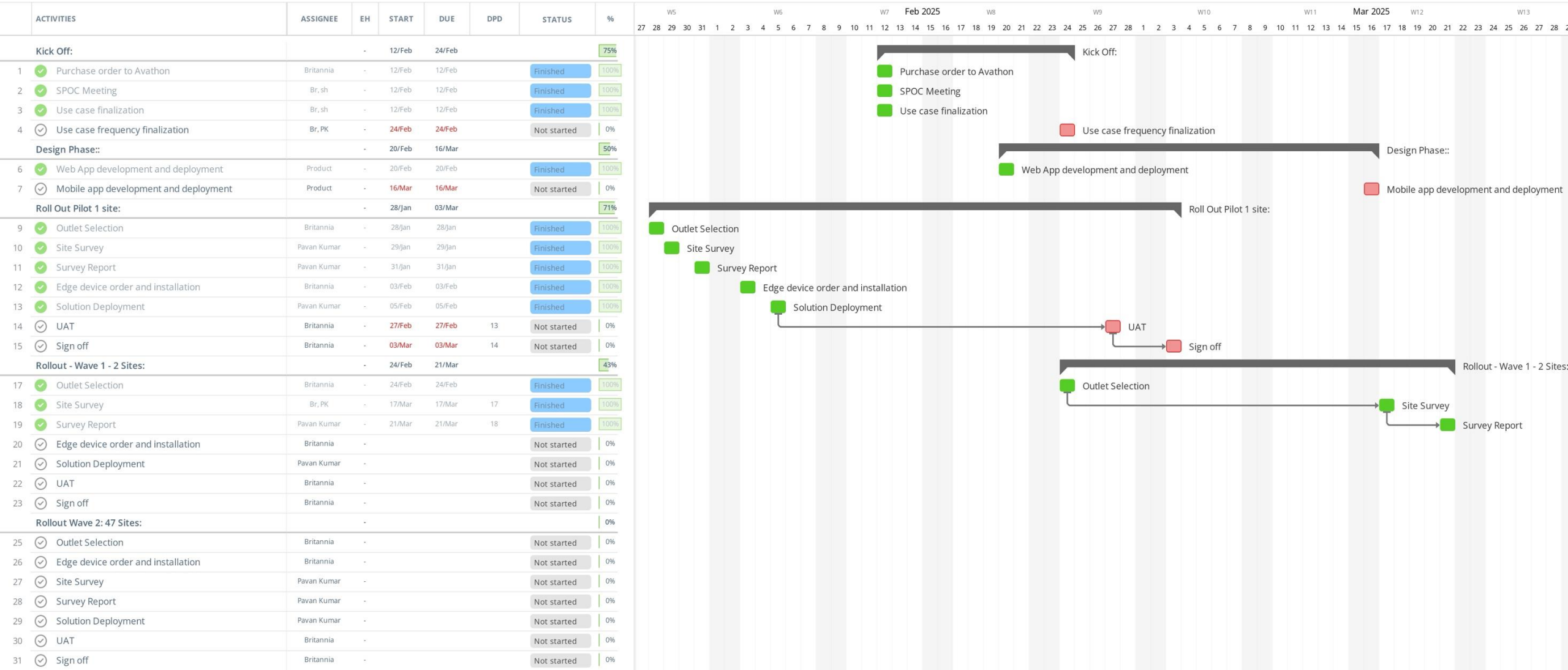
Resource and Revenue

1. Pavan (Engagement Manager)
2. Tanmay(Sr Devops)
3. Aditya(Devops)

Project Plan Britannia



Britannia
Read-only view, generated on 16 Apr 2025



Scope & Implementation Date (including Revenue)

1. Deployment of VAIA at 2 POC Sites
2. POC Completion Date- May 30

Revenue – 3.6 mil ARR , 3.6 mil Services

Useases (10-all customized, 2 more planned)

This week's Status to Plan

1. Continuous Monitoring of videos
2. Resolving issue of date filter on dashboard

Schedule for Next Week

- Continuous Monitoring of videos
- Building 2 usecases logic
- We are got camera access and requested for view from customer end and

Issues & Risks

Resource and Revenue

1. Geetha (Engagement Manager)
2. Shalom (CV)
3. Manjula(QA)

Deployment Plan



Rollouts per week- 50	Month 1 - 200	Month 2 - 400	Month 3 - 600	Month 4 - 800	Month 5 - 1000	Month 6 - 1200	Month 7- 1400	Month 2 - 1500
Timeline	Deployment							

[Click here for Detailed Rollout Plan](#)

Scope & Implementation Date (including Revenue)

1. VAIA at 200 Type 1 Outlets – Retail [In support]
2. VAIA at 82 Sites –Type 2 –SOD Locations[In support]
3. VAIA at 600 Type 1 Outlets – Retail (Phase 2) – 246 are deployed . 354 are yet to be deployed [dependency on the 3party]
4. Revenue – 4.2m \$
 - ARR–2.8m \$
 - Services – 1.4m \$

Issues & Risks

1. Dependency on the third party[Techsis] for the solution deployment. Therefore actual further deployment is unknown.

This week's Status to Plan

1. Support tickets & Action
2. Pending Invoices, Follow up for payments
3. Appscan results– changes

Schedule for Next Week

1. Support tickets & Score cards
2. Pending Invoices, Follow up for payments

Resource and Revenue

Scope & Implementation Date (including Revenue)

Total Number of Sites: **26**

Cameras Per Site: **20**

Deployed Sites: **5**

Total Use cases : **33 (13 developed + 20 in progress)**
(22 customised, 11 in product)

Moved to Support

Upcoming Sites: **NA**

Revenue: \$23,626.14

ARR – \$16,144.81 Services – \$7481.32

Issues & Risks

- JIOBP to provide a dedicated on-site rack for our servers, as it's missing in most of the locations. They've requested a pause in site onboarding until the racks are arranged.

This week's Status to Plan

Monitoring currently deployed use cases.

Schedule for Next Week

- Data collection and Model improvements.
- New Use case Development/Deployment in progress.

Resource and Revenue

- Frontend:** Rahil Rahid / Subham Das
- Backend:** Alida P Issac
- Computer Vision (CV):** Aditya Kumar
- DevOps:** Ritik Gupta
- QA:** Hari Haran

Scope & Implementation Date (including Revenue)

1. Deployment of VAIA at 10 SITES POC Sites
2. Implementation Date – TBD
3. Revenue – TBD

This week's Status to Plan

1. Deployed 10 sites for Mobile upload use cases.
2. Currently the accuracy meets 85%
3. Working to improve accuracy to 95%

Schedule for Next Week

1. Making changes in report sections as per customer requirement.
2. Customer to Review the changes implemented on dashboard and get the feedback.
3. According to the customer, the accuracy needs to meet 95%. Currently at 85%
4. Proposal sent to customer awaiting for customer to get back to us.

Issues & Risks

Resource and Revenue

- **Frontend:** Subham Das
- **Backend:** Alida
- **Computer Vision (CV):** Anshuman
- **QA:** Shridar

Scope & Implementation Date (including Revenue)

Total Number of Sites: **2**
Cameras Per Site: **10**
Deployed Sites: **2**
Total Use cases : **4 (1 customised, 3 in product)**

Moved to Support

Upcoming Sites: 4

Revenue: \$6,874.41
ARR – \$4,666.16 Services - \$2208.26

Issues & Risks

This week's Status to Plan

1. We have made some code changes for the Intrusion Module and have proceeded with the deployment. We are currently working on the Fire Extinguisher Model

Schedule for Next Week

Monitoring and improvement of newly deployed model

Resource and Revenue

- **Frontend:** Rahil Rahid / Subham Das
- **Backend:** Alida P Issac
- **Computer Vision (CV):** Resham Sundar
- **DevOps:** Ritik Gupta
- **QA:** Shridar DT

CP Plus – Reliance (POC)

Project Status - ●
Customer health - ●
Hosting– On prem



Scope & Implementation Date (including Revenue)

1. Deployment of VAIA at 5 Reliance POC Sites
2. Implementation Date Reliance – TBD
3. Revenue – TBD

Total Usecases – 8

Available in product – 8

This week's Status to Plan

1. Validation going on at 5 sites between CPP and Avathon
2. Avathon visited 5 Reliance stores to support on configurations and testing – Completed

Schedule for Next Week

1. Continuous monitoring for Accuracy at 5 sites
2. Reliance started testing usecases planned this week for 5 sites (a site a day)– Avathon providing online support to CPP and Reliance
3. Executive readout planned tentatively – 15th May

Issues & Risks

Resource and Revenue

1. Pavan (Engagement Manager)
2. Yogeesh(Devops)

HUL – CP Plus – POC

Project Status - ●
Customer health - ●
Hosting– On prem



Scope & Implementation Date (including Revenue)

- Scope & Implementation Date (including Revenue)
- 1. Deployment of VAIA at 1 HUL POC Site
- 2. Implementation Date HUL – TBD
- 3. Revenue – TBD

Total Usecases – 6

Custom usecases – 6(Ready to move to product)

This week's Status to Plan

- Waiting on customer to get back
- ### Schedule for Next Week

- Schedule for Next Week

Waiting on customer to get back on commercial discussions with CPP

Issues & Risks

Resource and Revenue

1. Pavan (Engagement Manager)
2. Tanmay(Devops)

Scope & Implementation Date (including Revenue)

- Scope & Implementation Date (including Revenue)

1. Deployment of VAIA at 2 McD POC Sites
2. Implementation Date McD – 6th March
3. Revenue – TBD

Total usecases – 14

Available in product – 8(which required for POC)

This week's Status to Plan

- This week's Status to Plan
- 1. Model optimization for deployed use cases at McD 2 sites
- Schedule for Next Week
- Pilot Completion – Achieved on **15th April 2025**.
 - The **Heat Map use case** will be deployed in the **first week of May 2025**.
 - For **Handwash Detection** and **Garbage Overflow**, we are yet to receive video footage, which may delay their inclusion in the upcoming release. Request CP Plus to confirm if any additional support is needed from Avathon on this.
- **Executive Readout & Commercial Proposal Discussion** – Scheduled for **30th April 2025**. CP Plus has shared the commercial proposal, which is currently under review by the McDonald's team.
- **Commercial Closure & PO Allotment** – Targeted for **15th May 2025**

Issues & Risks

Resource and Revenue

1. Pavan (Engagement Manager)
2. Tanmay(Devops)

Scope & Implementation Date (including Revenue)

1. 4 logistics mobile applications for 'Postnord'
2. In support and continuous development process.
3. Annual revenue- \$562626

This week's Status to Plan

1. Working on the release planned on 13th May, on track

Schedule for Next Week

- Release on 13th May

Issues & Risks

No issues and risks as of now.

Resource and Revenue

Scope & Implementation Date (including Revenue)

1. We have a product 'Easylogic' created built on Silverline. Easylogic have further customers- Blomsterlandet, Svenska Massan, Sodra, Rovalin, Radvall and Yaskawa.
2. \$170400 annual revenue for services. Hosting cost and licenses are separate.
Licenses were \$16395, hosting was \$23447 in 2024

This week's Status to Plan

1. Released 5.0.0, testing in progress

Schedule for Next Week

- Sales order pick functionality of Yaskawa customer

Issues & Risks

No issues

Resource and Revenue

Scope & Implementation Date (including Revenue)

Total Number of Sites: **4**
Cameras Per Site: **20-30**
Deployed Sites: **4**
Total Use cases : **20**

Upcoming Sites: **1.8k cameras**

Revenue: TBD

Issues & Risks

This week's Status to Plan

New requirement: Manhole opening detection. Currently this usecase is in evalaution and waiting necessary videos/details from client.

Schedule for Next Week

- Circle back with customer.

Resource and Revenue

- **Frontend:** Rahil Rahid / Subham Das
- **Backend:** Alida P Issac
- **Computer Vision (CV):** Sai Manoj Kotapati
- **DevOps:** Nitishkumar J G
- **QA:** Shridar DT

Scope & Implementation Date (including Revenue)

1. We have a FSA deployed in Ireland.
2. It is in support
3. \$40000 annual

This week's Status to Plan

1. Deployment of rollover logs to production.
Because easylogic UAT logs are printed here and the ELK is running out of space
- **Schedule for Next Week**
 - No planned work

Issues & Risks

No issues and risks as of now

Resource and Revenue

Scope & Implementation Date (including Revenue)

1. FSA application, delivered last year, in support now
2. Revenue- \$150000 annually

This week's Status to Plan

1. Support ticket for German issue is now closed.

Schedule for Next Week

- No planned yet.

Issues & Risks

No issues or risks as of now.

Resource and Revenue

Scope & Implementation Date (including Revenue)

1. Implemented and in support
2. Revenue- \$30000 annual

This week's Status to Plan

- Nothing scheduled for this week

Schedule for Next Week

- Not planned yet

Issues & Risks

- No issues as of now.

Resource and Revenue

Summary Slide – add in Project & Deployment Start/ends



SIno	Active Implementations	Owner	Product	C Start Date	C End Date	Deployment start date	Deployment end date	Production status	Move to Support
1	TRL	India	VAIA						
2	CHT	India	VAIA						
3	Nestle	India	VAIA						
4	CP Plus	India	VAIA	7/19/2024	7/18/2028	POC		POC	POC
5	Britannia	India	VAIA	18/10/2024	12/31/2025	18/02/2024		TBD	Deployment
6	L&T	India	VAIA	10/15/2024	12/31/2025	03/01/2025	07/31/2025		
7	Woolworth	India	VAIA	POC	POC	POC		POC	POC
8	HPCL	India	VAIA	2021	2026	2021		2023	2023
9	JIOBP CNG	India	VAIA						
10	JIOBP NRO	India	VAIA						
11	JIOBP Solar	India	VAIA						
12	JIOBP EV	India	VAIA						

Summary Slide – add in Project & Deployment Start/ends



Sino	Active Implementations	Owner	Product	C Start Date	C End Date	Deployment start date	Deployment end date	Production status	Move to Support
14	JIOBP Cleanliness	India	VAIA	POC	POC				
15	JIOBP AFS	India							
16	NXP	India							
17	Qualcomm	India							
18	HUL	India	VAIA	POC – CP Plus					
19	Reliance Digital	India	VAIA	POC – CP Plus					
20	MCD	India	VAIA	POC – CP Plus					
21	Onitio	India							
22	Datema	India							

Summary Slide – add in Project & Deployment Start/ends



SIno	Active Implementations	Owner	Product	C Start Date	C End Date	Deployment start date	Deployment end date	Production status	Move to Support
23	Juniper	India	APM	POC	POC				
24	UPL	India							
25	Heineken	India							
26	Xerox	India							
27	Novo Nordisk	India							

Previous Action Items

1. Nestle

- **Status:**
 - Incorrect NVR timings observed on most cameras.
 - Malicious activity detected on Nestle servers last week.
- **Action Taken:**
 - NVR timing issue logged with Nestle for investigation and resolution.
 - Malicious activity reported to Core9 and Nestle.
 - Solution was re-deployed on all Nestle servers as a mitigation measure following the malicious activity detection.
- **Action Required / Status Update:**
 - Awaiting update/resolution from Nestle regarding the NVR timing issue.
 - Awaiting updates from Core9/Nestle regarding the malicious activity investigation, root cause, and any potential consequences (e.g., planned shutdowns).
- **Issues/Risks:**
 - NVR Timings: Inaccurate time stamps affect data integrity, event correlation, and usability of recordings.



Previous Action Items



2. JIOBP Solar

Target: All updated solar sites expected to be live by **May 9th**.

3. TRL

○ **Status (Renewal):** Client contact (Anshuman) indicated renewal confirmation is expected by **May 15th**.

* **Next Step/Deadline:** Renewal confirmation expected from the client by May 15th.

4. L&T

○ Action Items:

- Work on minor dashboard changes requested by L&T customer (In Progress, discussed with Product Team). Target: Include in the next product release.
- Follow up with L&T customer for approval/sign-off on the rollout plan. Target: Obtain sign-off next week.
- Hold scheduled call with L&T customer to get clarity on the 8 custom use cases. (Simulation videos requested from customer).

○ **Next Week Plan:** Expecting details for 40 more cameras and corresponding use case mapping from L&T.

○ Issues/Risks:

- Dependency on Product Team to develop 8 custom use cases.
- Dependency on customer for clarity on use cases and providing simulation videos.
- Awaiting customer approval on the rollout plan.

Previous Action Items



. HPCL

○Status:

- TK classifies HPCL as **RED** due to lack of current revenue generation relative to resource investment.
- **Phase 1 (Retail):** 200 "retail" outlets completed and moved to support. (Hardware was supplied by the Avathon team).
- **Terminals:** 82 sites/locations identified as terminals (large scale, 50-100+ cameras each, 24 use cases). *In support*
- **Phase 2 (Retail):** Contract for 600 additional retail outlets signed (2024). Team provides solution only; hardware is from a third-party vendor (Texas).
- **Phase 2 Progress:** 246 out of 600 outlets deployed. 354 outlets pending deployment.

○Issues/Risks:

- Significant delays in Phase 2 retail deployment due to dependency on the third-party hardware vendor (Texas).
- High resource burn without corresponding revenue realization currently.
- Lack of clarity on specific resource allocation and accountability.
- Need breakdown and status of the \$1.4M Services revenue associated with the project.

Previous Action Items



○ Directives from @Thirumalai Krishnan:

- Assign **one specific owner** responsible for the HPCL account updates and management.
- **Resource Allocation:** Previously 17 people assigned (per Zoho). @Dinesh Fatehpuria to plan for 6-7 dedicated resources total going forward.
- Only **dedicated, assigned personnel** (the identified 6-7 people) should log time against HPCL. No "parking time" from unassigned resources. Resource rotation acceptable quarterly if needed.
- If hardware delivery from the third-party vendor is delayed, resources assigned to the remaining 354 retail deployments should be **reassigned to billable projects** during the waiting period.
- Emphasized the need for **all Services hours to be billable/justified** against revenue-generating activities – requires a culture change.

Previous Action Items



○ Action Items (for Next Review):

- **[HPCL Owner - TBD]:** Identify the single point of contact/owner for the HPCL account.
- **Dinesh:** Confirm and identify the specific 6-7 dedicated resources for HPCL (terminals & retail).
- **Damini:** Provide an update on:
 - How the 200 completed Phase 1 retail outlets are currently supported. Number of people required for this support. Who is leading this support effort?
- **Damini:** Provide an update on:
 - How the 82 Terminals are currently supported. Number of people required for this support.
- **[HPCL Owner]:** Determine the timeline/plan for moving the 246 deployed Phase 2 retail outlets into support.
- **[HPCL Owner]:** Obtain contact information for the third-party hardware vendor (Techsis).
- **[HPCL Owner]:** Schedule a call with the third-party vendor (Techsis), involving HPCL if appropriate, to get a confirmed delivery timeline for hardware for the remaining 354 retail outlets.
- **[HPCL Owner]:** Based on the hardware delivery timeline, develop a week-by-week deployment plan (tasks, hours) for the remaining 354 retail outlets.
- **TK & Dinesh:** Discuss and obtain a detailed breakdown of the \$1.4M Services revenue: How is it earned? What's the payment schedule? Does it cover terminals/retail? How much consumed vs. remaining? (Target: Discuss next week as Dinesh is travelling).

Previous Action Items



. General / Other Projects

- **Action Item (TK):** Detailed review of **HPCL** and **Reliance** planned for the **next project review call**.
- **Action Item (All Project Owners):** For all projects with services revenue: provide a week-wise plan, resource allocation, and revenue breakdown (similar to HPCL request). Understand which POCs are no-charge (e.g., CP Plus, McDonald's, Reliance).
- **Action Item (All Project Owners):** Ensure accurate time tracking against specific projects or general non-billable codes. Non-billable time indicates a need for TK to find billable assignments.

Next Steps:

- Focus the next project review meeting on a detailed discussion of HPCL and Reliance as per TK's request.
- Relevant owners to prepare the requested information and action item updates for the next meeting.