

Kelwin Fernandes, Ph.D. CEO at nilg.ai kelwin@nilg.ai

•		*	۰				۰	٠	٠	٠	٠		٠		۰	٠	*	*		٠		٠	٠			٠
٠	٠	٠	٠	٠	٠	٠	*	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠
٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠
٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	
٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠		٠
•	٠	٠	۰	٠	٠	٠	۰	٠	٠	٠	٠	٠	٠	٠	٠	٠		٠	٠	٠	٠	٠	٠			٠
٠	٠	٠	٠	٠	•	٠	٠	٠	٠	٠	٠	٠	•	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠		٠
•	•	٠	٠	٠	٠	٠	٠	٠	•	٠	•	٠	٠	٠	٠	٠	٠	٠	٠	•	٠	٠	٠			٠
٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	•	*	٠
٠	٠	٠	٠	٠	٠	۰	٠	٠	٠	٠	٠		٠		٠	٠	٠	٠	٠	٠	٠	٠	٠	•	٠	۰
٠	٠	٠	٠	٠	٠	*	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠
٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	*	٠
٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	•	٠	٠
٠	٠	٠	٠	•	•	٠	٠		٠	٠	•	*	٠	٠	٠	٠	٠	٠		٠	•	٠	٠	•	*	٠
٠	٠	٠	٠		٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	•	٠	٠
•	٠	٠	٠		٠	٠	٠	٠	•	٠	٠	٠	٠	٠		٠	٠	٠	٠	٠	•	٠	٠	•	٠	۰
•	٠	۰	۰	٠	٠	٠	٠	٠	٠	٠	٠		٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	•	٠	٠
٠	٠	٠	٠			٠	٠						٠	٠					٠			٠	٠	٠	٠	۰
٠	٠	٠	٠	٠	٠	٠	٠		٠	٠	٠	٠		٠		٠	٠	٠		٠	٠	٠	٠	•	٠	۰
٠	٠	٠	٠		٠		٠	٠					٠						٠	٠	٠	٠	٠	•	٠	۰
•	•	٠	٠	•	٠	٠	٠	٠	٠	•	٠	*	٠	٠	٠	٠	٠	٠		٠	•	٠	•	•	٠	٠
٠	٠	٠	٠	•	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	٠	•	٠	٠
٠	•	٠	•	•	•	٠	•	٠	•	٠	٠	٠	٠	•	٠	٠	٠	٠	•	٠	•	٠	•	•	•	٠
٠	•	٠	٠	•	•	٠	٠	•	٠	٠	٠	•	٠	•	•	٠	٠	•	•	٠	•	٠	•	•	•	٠
		•		•	•		•	•	•	•	•	•	٠	•	•	•	•	•	•		•	•	•	•	•	•
									•		•		•									•				

## The Learning Spectrum Al shot

Al use cose

Al shot

Embedding Domain Knowledge

Self-Supervised Learning

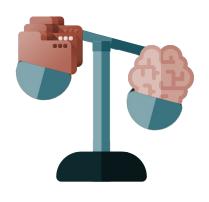
# 01

# The good old days



Before and After Deep Learning

#### Before Deep Learning



- Tons of focus on feature engineering and domain understanding.
- Manual-intensive task.
- Do you need a COVID-19 detection model?
  - Sure! give me 10 Ph.D., a budget for 5 years, 1K images.
  - Then, I'll come close to a PoC that can only be used under these strictly designed settings.



#### Before and After Deep Learning

## After Deep Learning



- The new popular kid arrived to the school.
- Getting models for new applications "for-free".
- Do you need a COVID-19 detection model?
  - Sure! give me 1 month, a monkey capable of pressing two buttons (fit+predict) and 1M images.
  - Then, I'll have a model that seems to be working better than humans... at least on silico.



#### Before and After Deep Learning



#### After Deep Learning

- The new popular kid arrived to the school.
- Getting models for new applications "for-free".
- Do you need a COVID-19 detection model?
  - Sure! give me 1 month, a monkey capable of pressing two buttons (fit+predict) and 1M data points.
  - Then, I'll have a model that seems to be working better than humans... at least on silico.
- So, people got mad...



#### Before and After Deep Learning



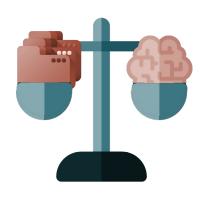
#### After Deep Learning

- The new popular kid arrived to the school.
- Getting models for new applications "for-free".
- Do you need a COVID-19 detection model?
  - Sure! give me 1 month, a monkey capable of pressing two buttons (fit+predict) and 1M data points.
  - Then, I'll have a model that seems to be working better than humans... at least on silico.
- So, people got mad... up to the point where we almost discard human experience as a valid source of knowledge.



#### Before and After Deep Learning

#### Embedding Domain Knowledge in DNN



- Not so bald nor with two wigs
  - o (a bit of venezuelan wisdom)

- We can have a mid-point where:
  - We understand the business.
  - We understand the tech.
  - We know how to elevate the tech to the business.
  - Instead of dumbing down the business to fit the tech.



# 02

## Embedding Domain Knowledge in DNN

(examples from real industry projects)



# We will discuss multiple examples and how to build tailored DNN for each case...

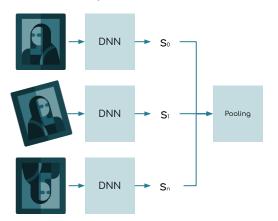
Fasten your seatbelts. Please try this at home!



## Adding Invariances: The easy way

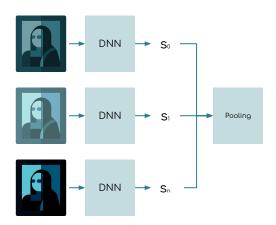
Synthetic (or natural) Data Augmentation at Inference



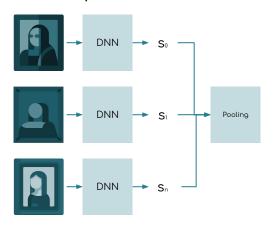




#### Illumination/Contrast



#### Multiple Views/Poses





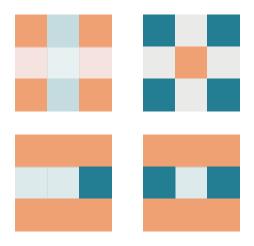
## Adding Invariances: The hard way

Local Preprocessing or...

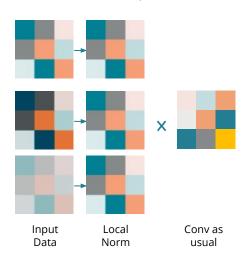
Building tailored convolutional kernels/architectures



#### Flips/Rotations



Illumination/Contrast



Multiple Views/Poses

Ask Geoffrey Hinton about capsule neural networks



## Adding Invariances

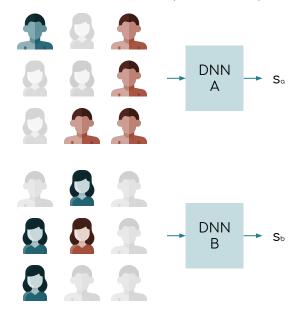
#### Group invariance:

race, gender, country, deep-learning-framework-preference

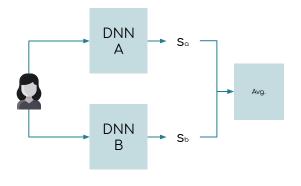
#### Biased Dataset



#### Train a model per group



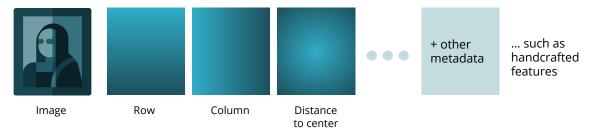
#### Avg. voting as prediction

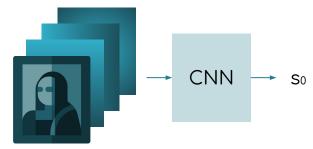




## Removing Invariances

- Remove translational invariance from convolutional kernels
  - Add pixel location as additional channels





**Note:** you can have two sets of kernels, one with and one without spatial coordinates so you get the best from the two worlds.



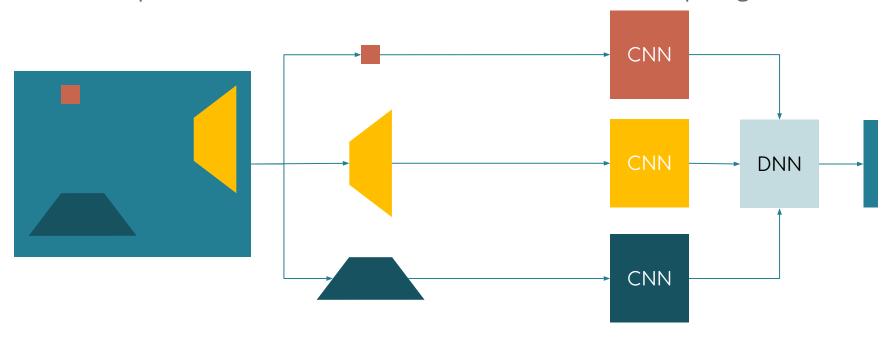
Validate a production chain that involves a known set of steps/signals



You had to re-train the model for new layouts and perspective conditions!!!



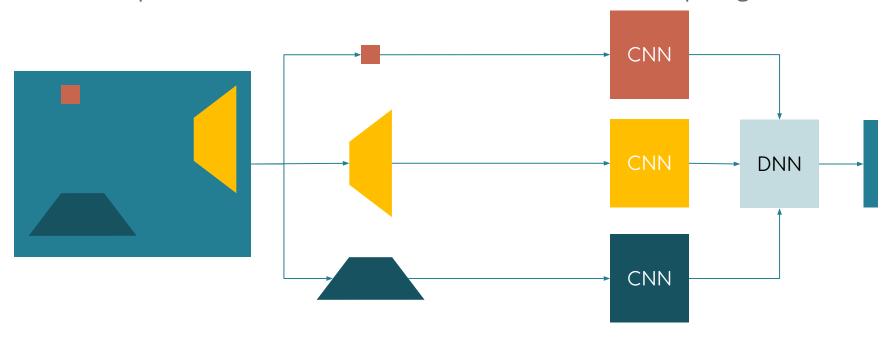
Validate a production chain that involves a known set of steps/signals



You had to re-train the model for new layouts and perspective conditions!!!



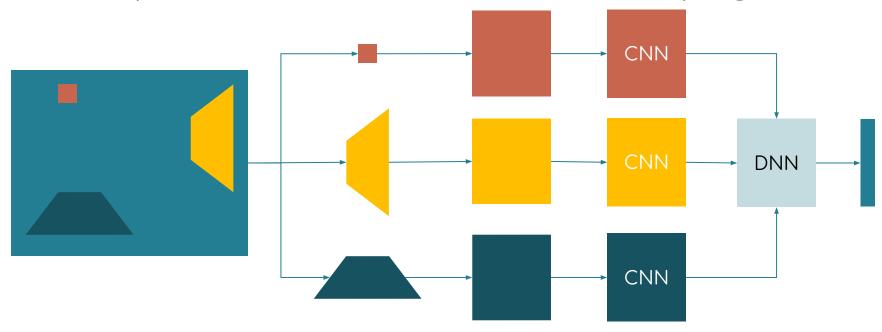
Validate a production chain that involves a known set of steps/signals



You had to re-train the model for new layouts and perspective conditions!!!



Validate a production chain that involves a known set of steps/signals



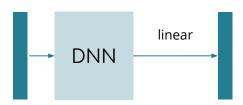
Now yo Yokaka da ton oeler a hratiser orbousie it fool a grew than determines placed to noeler a hratiser orbousie it fool a grew than determines placed to noeler a hratiser orbousie it fool a grew than determines placed to noeler a hratiser orbousie it fool a grew than determines placed to noeler a hratiser orbousie it fool a grew than determines placed to noeler a hratiser or noeler



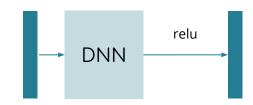
## Forecasting stock per SKU

Predict how many units I'll sell next week from each product type

First attempt: naive regression



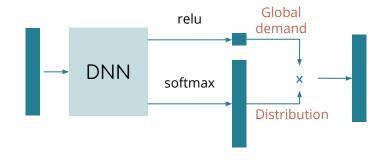
Second attempt: regression knowing you cannot have negative demand



Third attempt:

Easen the task by learning 2 simpler tasks:

- Global Demand
- Distribution





## Demand forecast given price

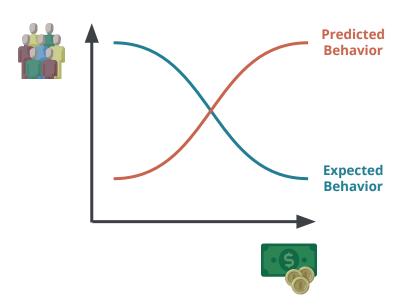
Highly seasonal industry (e.g., travel, fashion)

Given flight, time and price, and recent context, what's the expected demand?











## Demand forecast given price

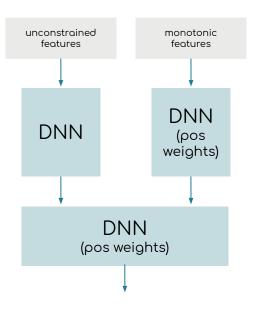
Highly seasonal industry (e.g., travel, fashion)

Given flight, time and price, and recent context, what's the expected demand?



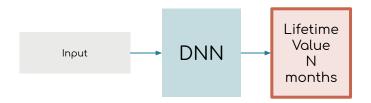






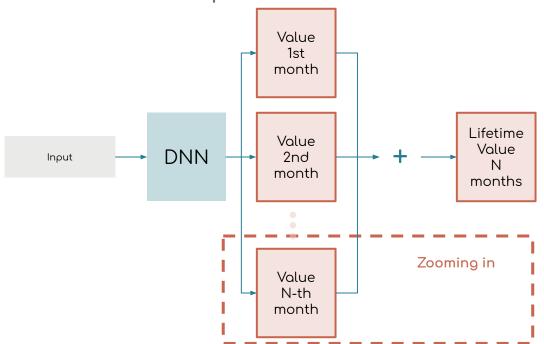


When harder is simpler





When harder is simpler



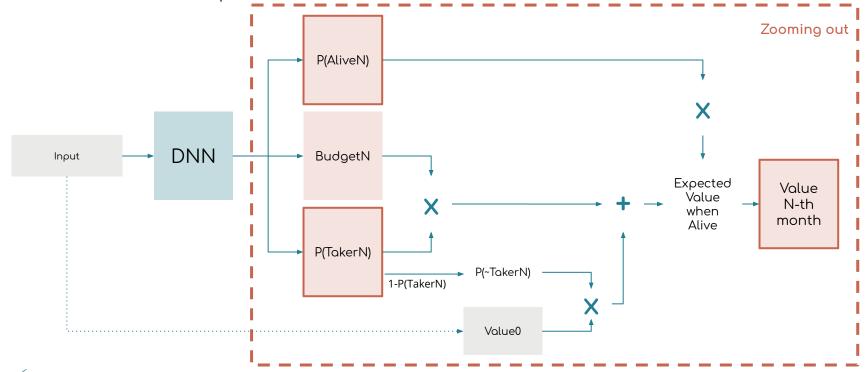
Expected Value = Prob(Alive) \*
TotalBudget + (1 - Prob(Alive)) \* 0

TotalBudget = Prob(Taker) \* Budget + (1 - Prob(Taker)) \* InitialValue

Expected Value = Prob(Alive) \* (Prob(Taker) \* Budget + (1 - Prob(Taker)) \* InitialValue)

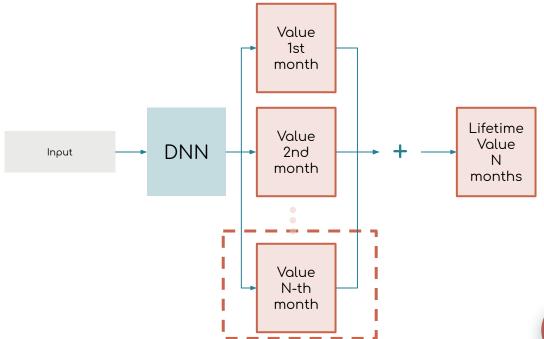


When harder is simpler





When harder is simpler



## Why adding complexity and investing that much effort?

- Additional tasks act as regularizers.
- Giving additional supervision of the internal business processes:
  - Facilitates the discovery of features relevant for those tasks.
  - Avoids catastrophic failures due to unmatching business-machine rules.
- We reduced the MAE by 50%;-)



https://nilg.ai/blog/202004/embed ding-domain-knowledge-for-estim ating-customer-lifetime-value/



### Conclusion



- Deep Neural Networks are not the black-box monster they told you.
- They can actually be a good dog if you know how to train (or breed) them!
- Domain knowledge isn't (always) bad.
  - It can help you to learn with **less data**.
  - It can help you avoid catastrophic failure.
  - So you can rest tonight! Assured that your Project
    Manager won't call you at midnight because your
    model decided to sell cars at \$0 to maximize buying
    probability.



# Thank you! Questions?





Kelwin Fernandes, Ph.D. CEO at nilg.ai kelwin@nilg.ai