



TUCO AI ML Webinar

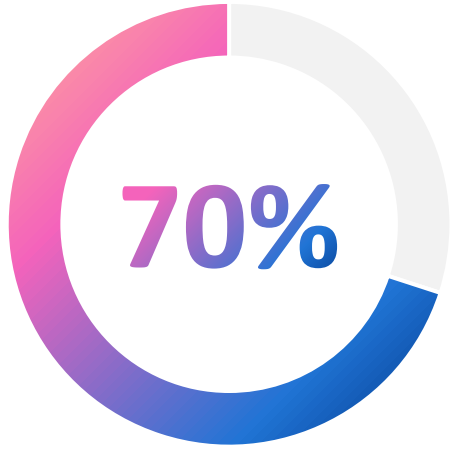
November 19th 2024



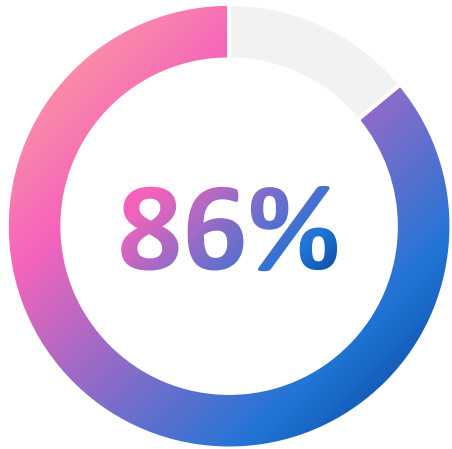
Tom Brand

Amazon Just Walk Out
UK Business Development Manager
Higher Education
brandto@amazon.co.uk

Customers prioritize convenience



of customers would pay more for a convenient experience



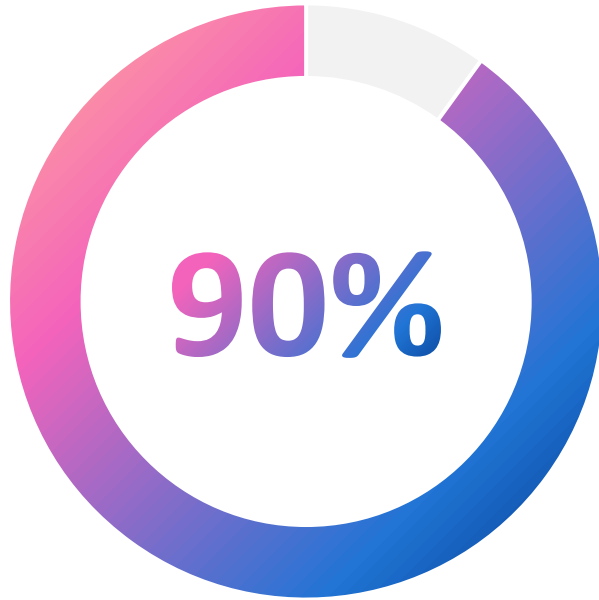
of US customers have left a store due to frustration from waiting in line in the last 12 months

\$32B

in lost sales from in-store abandonment

Source: Adyen and 451 Research analyzed data gathered from 1,003 consumers across the country aged 18 and up, along with 250 business-to-consumer retailers that operate in the U.S. —42 percent of which were fashion, 14 percent luxury brands, 14 percent beauty, and 30 percent hospitality.

Retailers are realizing the value—and investing in technology



of businesses think technology is critical for achieving organizational goals

1/3

of businesses think technology is critical for growth

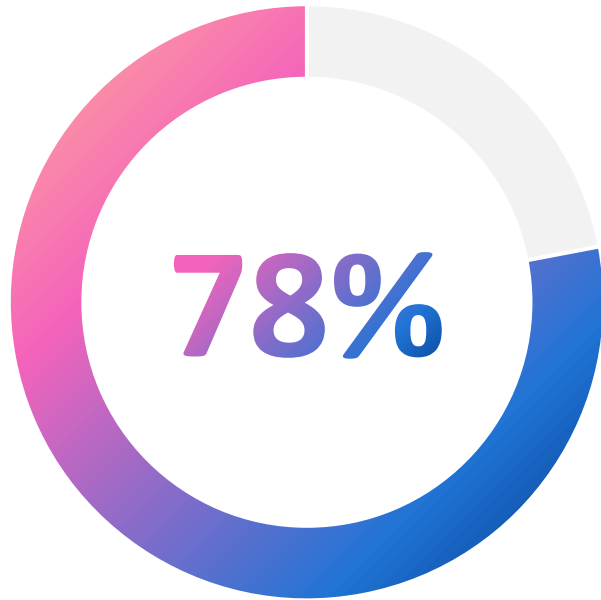
Almost

1/2

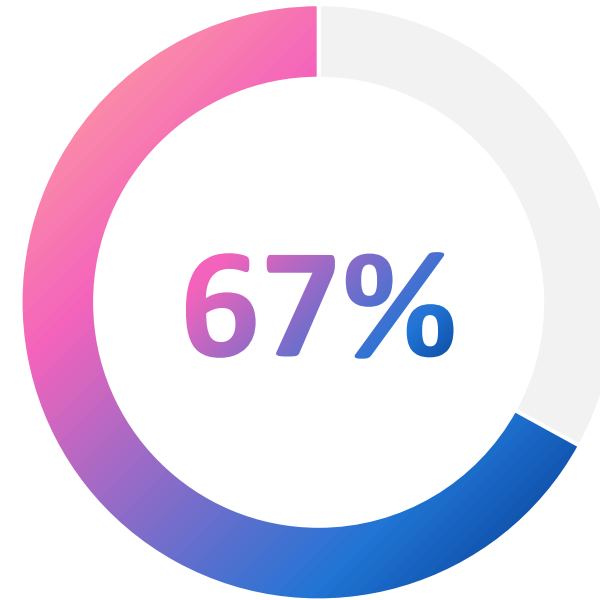
think it adds value to every part of the organization

Source: Gartner Digital Markets' 2023 SMB Tech Trends Survey; n = 1,526 Q34: How often does your organization invest in new technology

Gen Z shoppers prioritize tech-forward shopping



of Millennials and Gen Z view a brand's commitment to innovation and new technologies as a decisive reason for purchasing an item



of Gen Z believe automated payments will reduce time at checkout and enhance their overall shopping experience

1. Paysafe and Loudhouse conducted analyzed data gathered from 6197 online interviews. Across USA, Canada, UK, Germany, Austria, and Bulgaria

Let's reimagine the retail experience



What if there was no checkout?



The Just Walk Out technology shopper experience

Convenient

Extended access to fresh food and beverages

Fast

Enter, grab what you want, and get going

Seamless

Frictionless. No lines. No checkout



The Just Walk Out technology operator experience

Reliable

Backed by Amazon's security, reliability, and technical support

Scalable

No limit on shoppers in-store or number of products

Secure

Controlled access via authorization at entry



Our Customers

Our customers



Education customer locations leveraging checkout-free technology

- Bowling Green State University
- California State University Long Beach
- Canberra Institute of Technology
- Georgia Southern University
- Lafayette College
- Lesley University, Porter Campus
- Loyola University Maryland
- Marymount University
- Marywood University

- Montclair State University
- North Park University
- Rutgers University
- Stevens Institute of Technology
- Sussex University
- Texas A&M University
- The Ohio State University
- The Pennsylvania State University, Bryce Jordan Center

- The University of North Carolina at Charlotte
- University of California San Diego
- University of Dayton
- University of Miami
- University of Pittsburgh
- University of Pittsburgh Petersen Events Center

Payment Partners:



Just Walk Out technology by Amazon

MDF and
Connectivity

Sensor Fusion
Technology

Vision and AI
Technology

Associate Tools

GRAB & GO

COVELAND
UNIVERSITY
MARKET

Exit Gate

Entry Gate
(Credit Card, App, Mobile
Wallet)



Flexible entry methods



Credit card



Mobile wallet



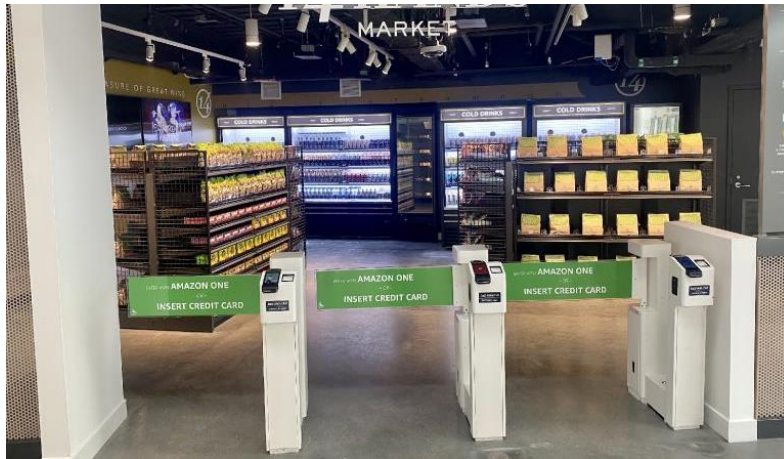
**Payment
partner app**



Badge

The Evolution of Store formats

RetroFit / New build



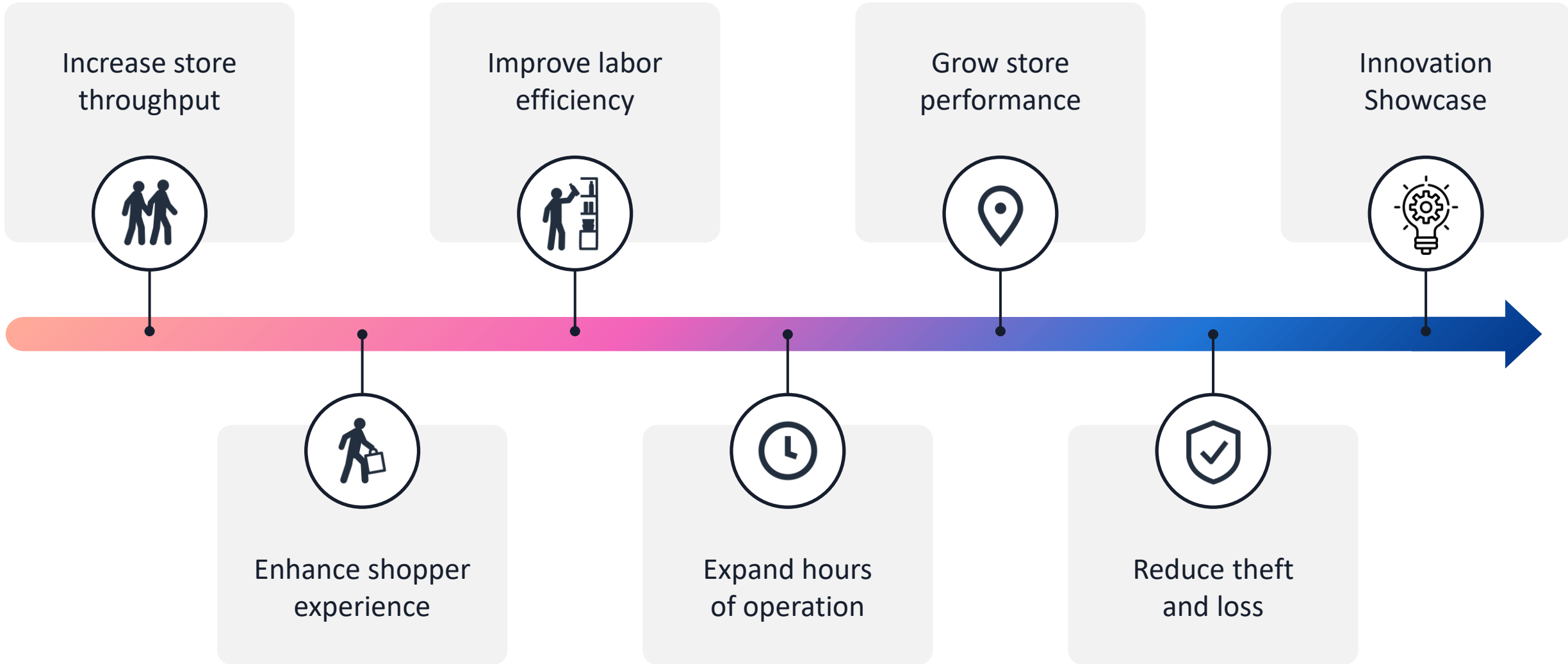
Store Kits / Frames



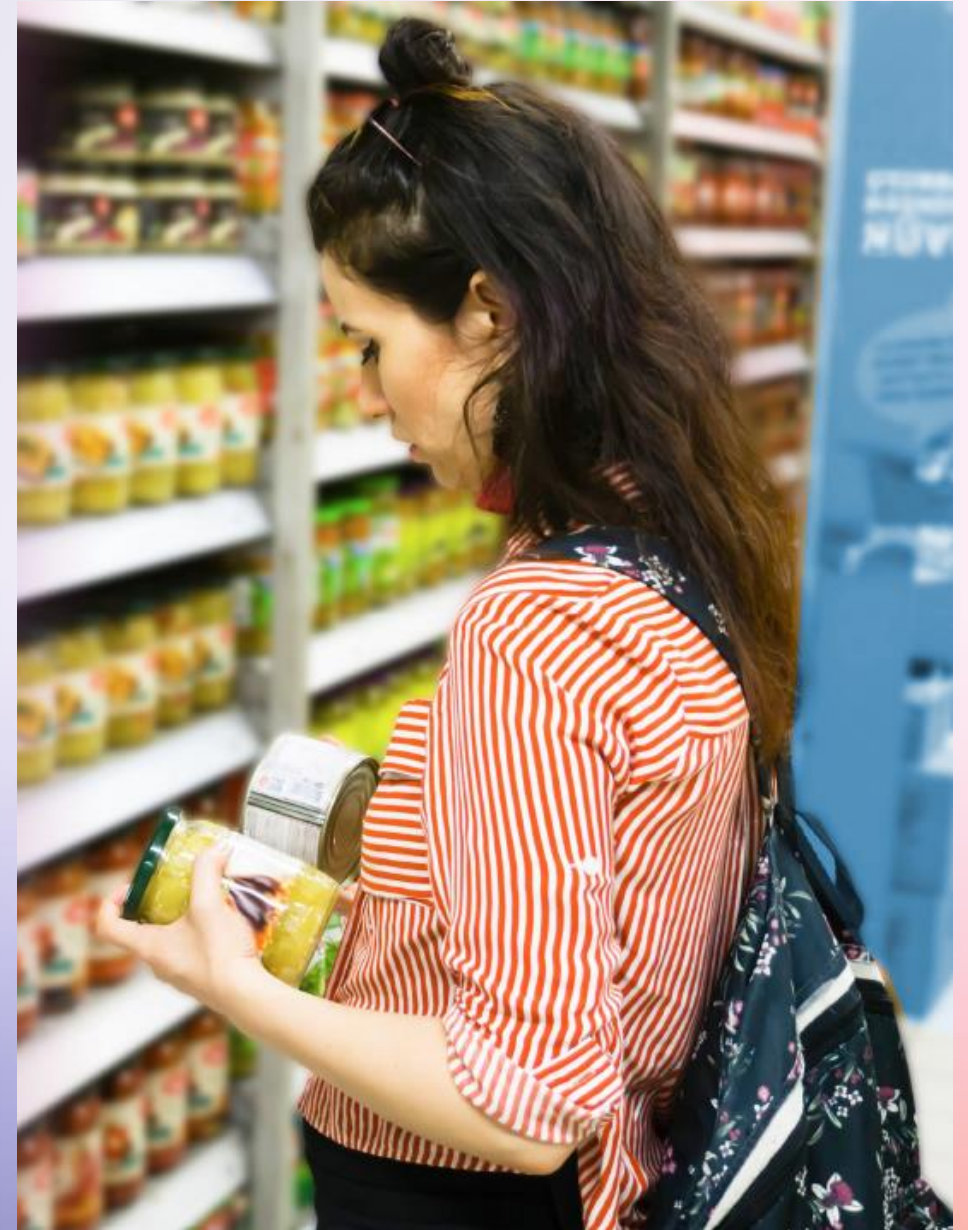
External



Delivering value



What if you knew how your store is shopped?



Do away with the guesswork

Just Walk Out Analytics empowers operators to:



- Make better macro space decisions
- Create more productive planograms
- Improve selection
- Improve labor efficiency
- Reduce waste

Thank you!

Any Questions?

Digital Integration Process - Pre-Onboarding



Typical Early Engagement Steps:



Sign NDA

Enables
sharing of
sales data and
JWO pricing



Identify Potential locations

Site visit or share
store plans/pictures
to check physical
viability



Agree size and format of store

Confirms
trackable area



Pricing & Commercial Modelling

Agree viability
and progress to
contract stage