Global Commercialization Conference

Workshop for Innovative Development

KAIST

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Business Development

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Ufarm

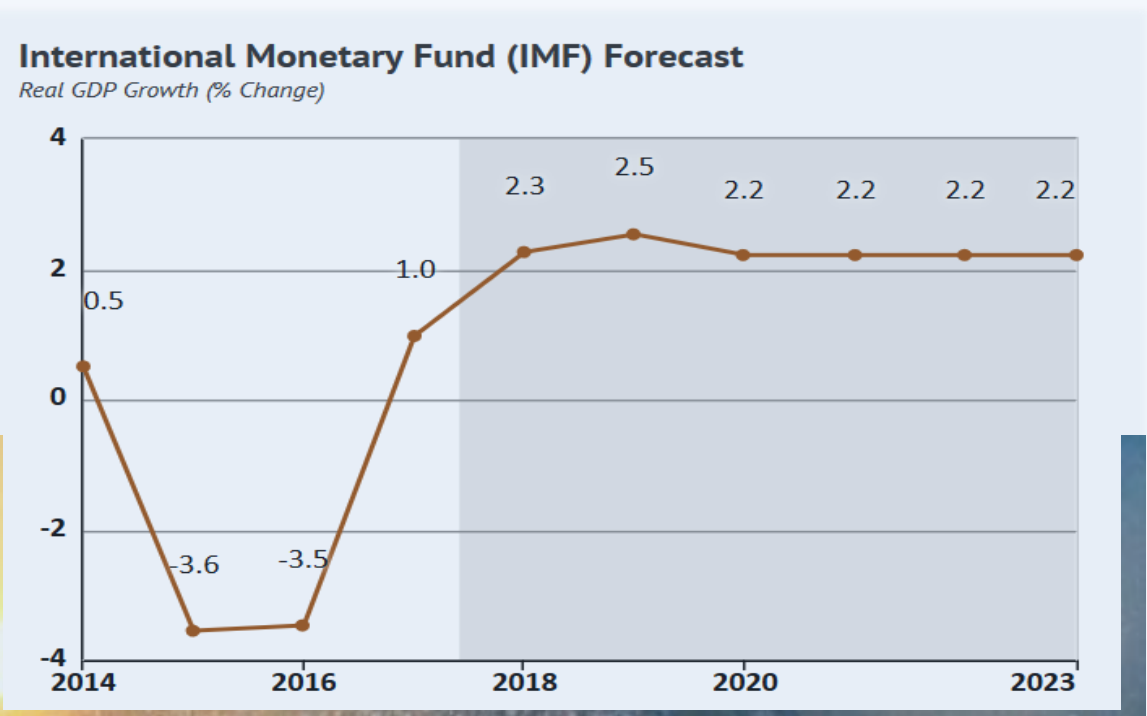
AGENDA

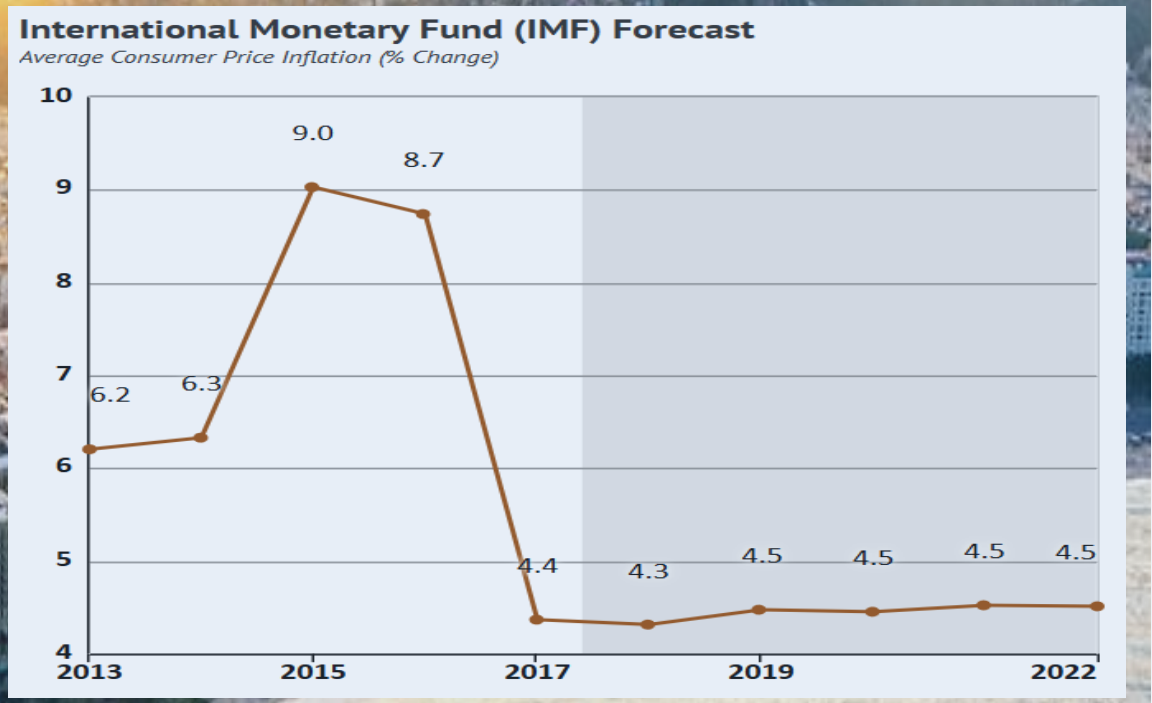
BRAZIL
at a glance

- Population: 207M (est. 2017 IBGE)
- Area: 8515767.049 km² (5th largest)
- GDP: US$2.054 trillion (8th position – 2017 IMF)
  Agribusiness (23.5% of GDP)
- IDH: 0.754 (79th position – 2017 report)
- Labor Force: 120M (2017 est.)
  Agriculture 8%; Industry 22%; Services 70%

BRAZIL
opportunities

- Agribusiness 23.5% of GDP, 8% labor workforce
- 85% of Brazilian population live in cities. Security is the main concern
- Economy recovery
- Challenging environment (example: taxes, regulatory, etc)





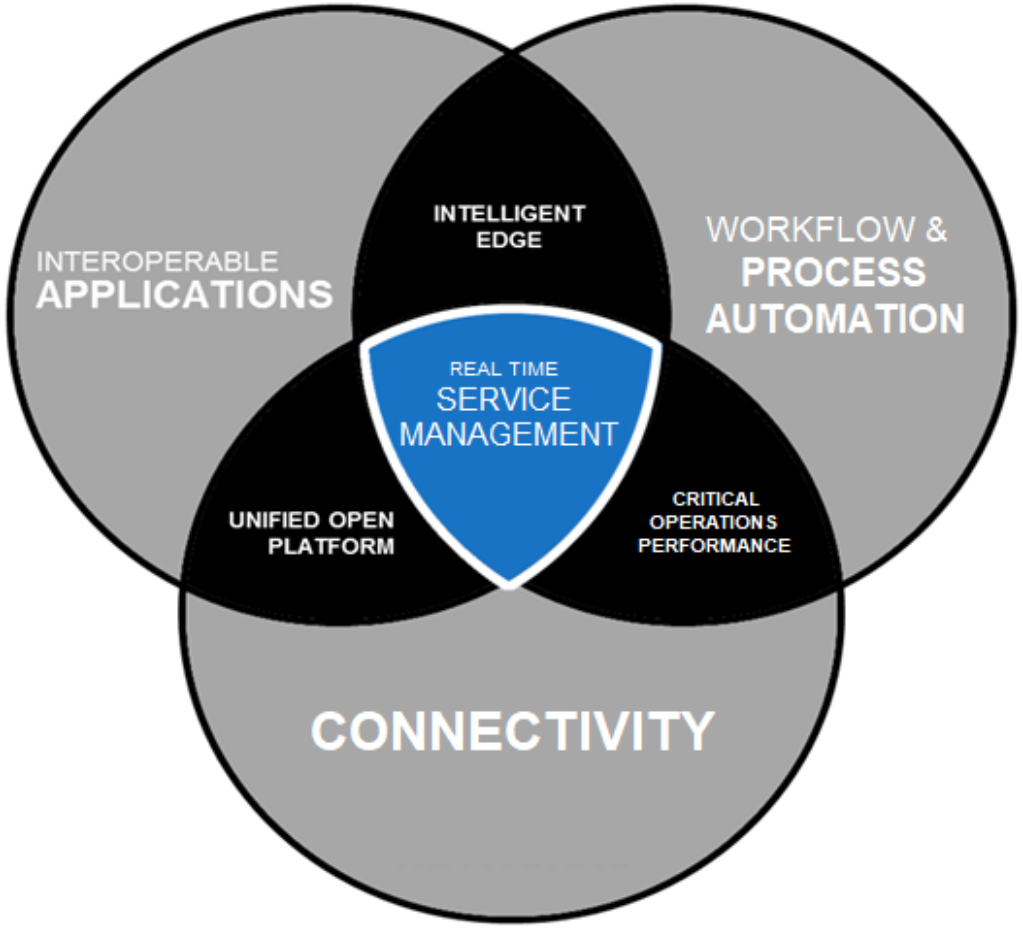
ABOUT union

Union TI is an innovative and fast-growing company changing the way companies use Service Management. We deliver real time integrated services and Business Intelligence for decision taking. For the customers who use our services, it represents lower costs, integrated data and better operational results.

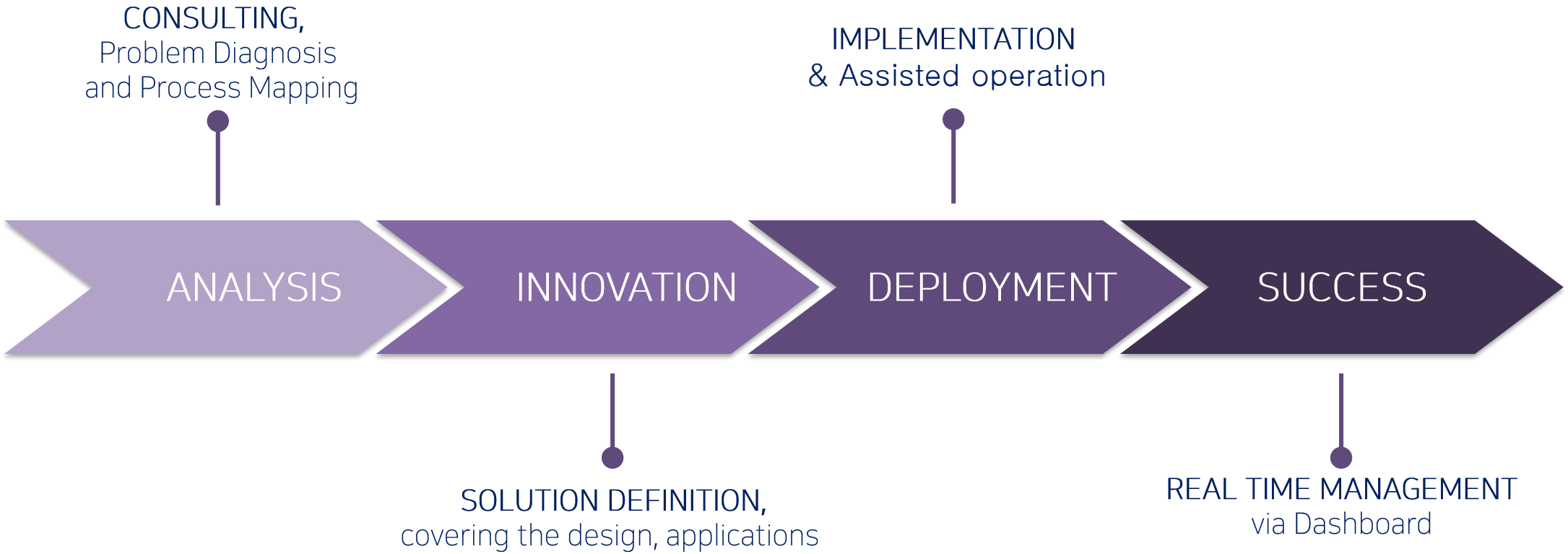
We develop innovative solutions for Smart Cities, Smart Farm, Service Management and Smart Health, tailored to each customer and enabling them to capture and integrate data from different systems and devices. So the customers are able to manage effectively their business and take actions in real time.

PLATFORM
model

- Real time information presented via **DASHBOARD**
- Integrated with Workflow and **PROCESS AUTOMATION** modules
- **CONNECTIVITY** via existent infra (LTE, GPRS, 2-Way radios, etc)
- **APPLICATIONS** varies per customer needs. Examples: facial recognition, location, telemetry, etc
- **VERTICALS**: Smart Cities, Smart Farm and Service Management



BUSINESS
model



UNION FARM

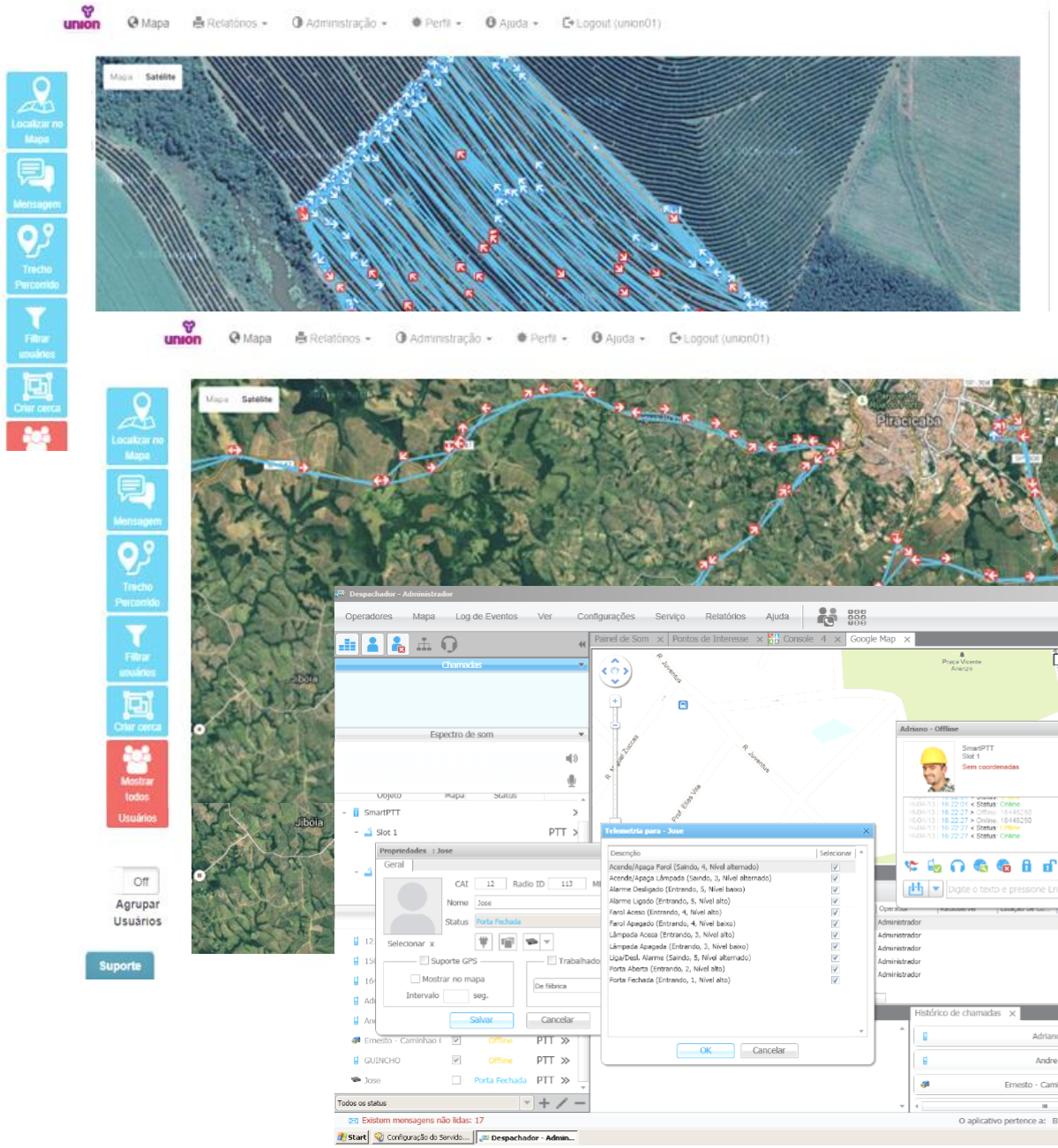
functionalities

- **MONITOR** the production process via workflow
- **CONTROL** the mobile assets via location coordinates and telemetry (tires, fuel, etc)
- Process automation and **INCIDENT ESCALATION** minimize the downtime
- Field team management with location, tasks, and **AUTOMATED ALARMS** to maximize the productivity
- Data can be displayed via **DASHBOARD** for real time management
- **COMMAND & CONTROL CENTER** may be part of the solution

UNION FARM

ecosystem

- **RISK AND SERVICE MANAGEMENT,** optimizing margins, reducing operational costs and monitoring risk positions
- **GRAIN STORAGE** solution
- **CONNECTIVITY** via 2-way radios, reusing the existent customer infraestructure
- **MAPPING** solution, allowing to visualize the status of teams and asset location, create geofence actions
- **DEPLOYMENT** of SSC (Shared Services Center), Command and Control Centers, etc
- **CYBERSERCURITY** solution



ongoing projects

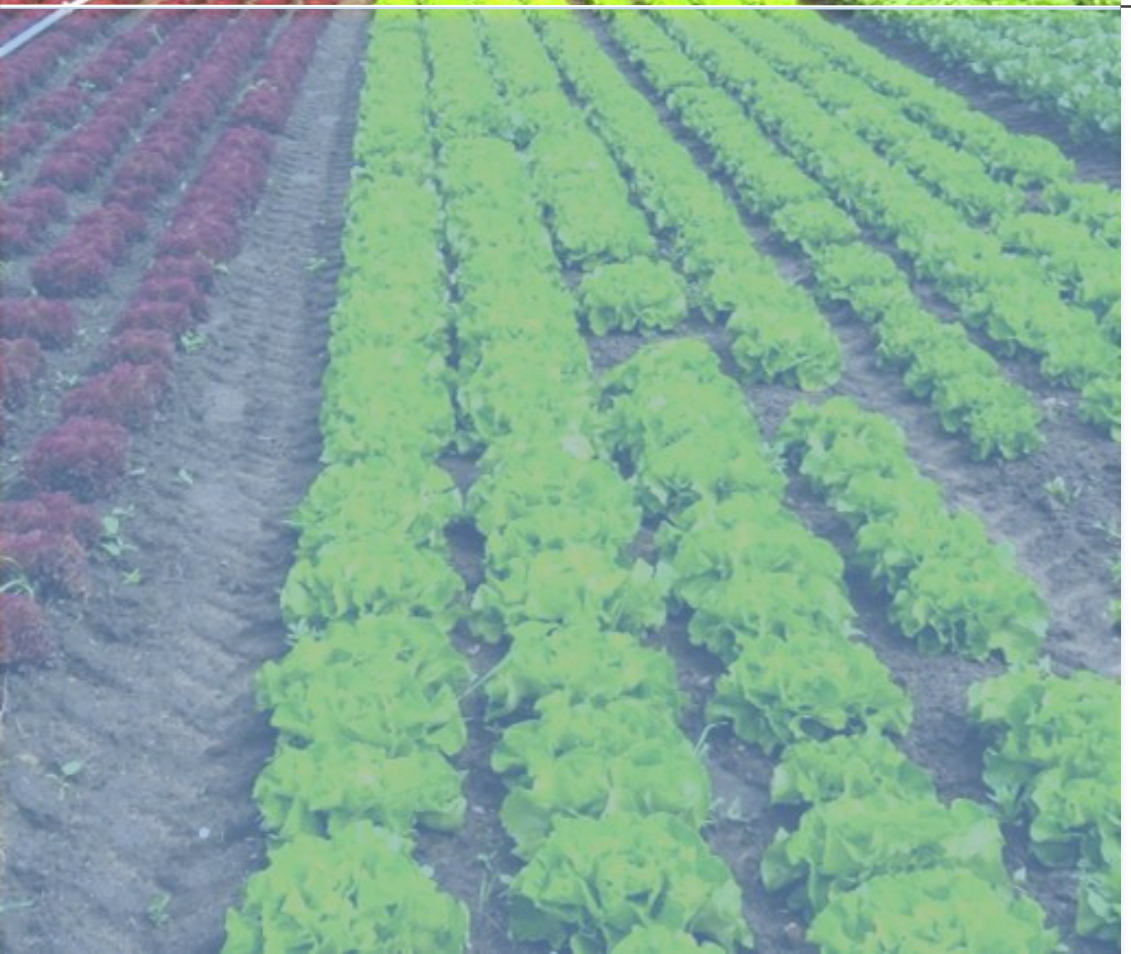
UNION FARM

union

ITAIQUARA
Desde 1911

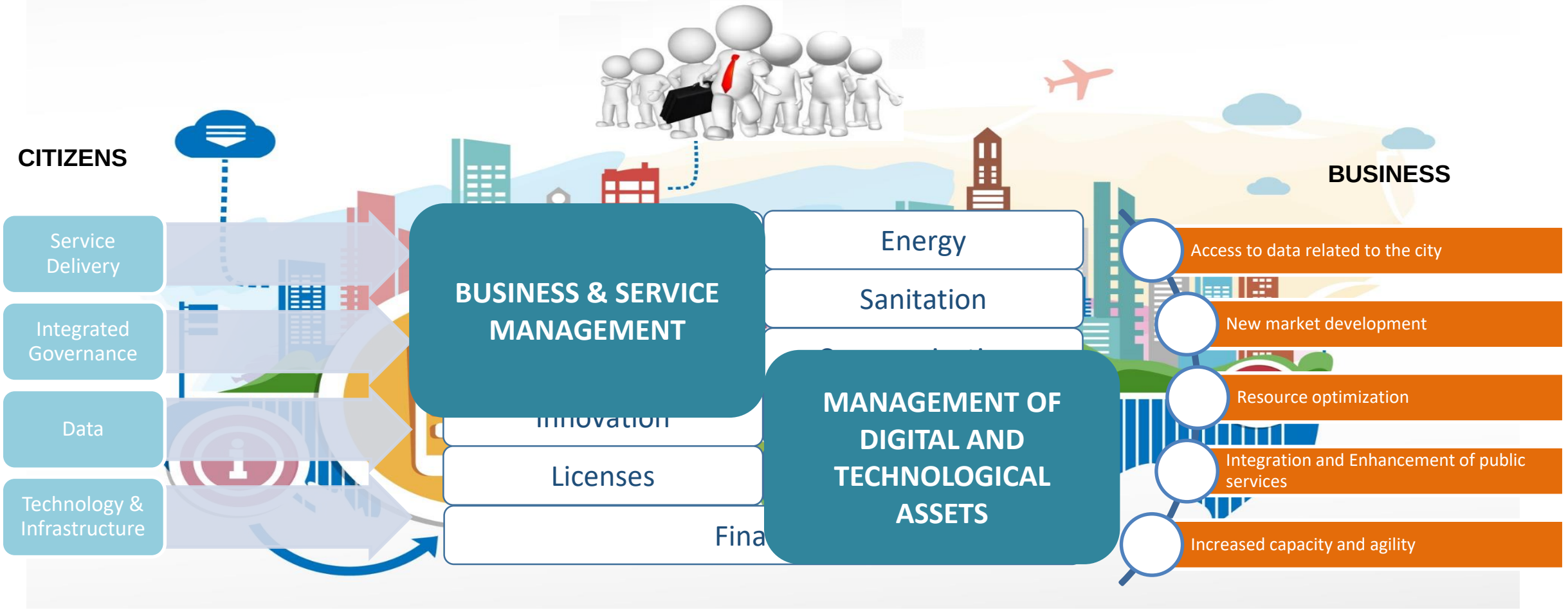
ferrari zagatto

adecoagro



INTEREST
technologies – Smart Farm

- Smart sensors
- Water management
- Connectivity
- Big data analysis
- Precision agriculture


CITIZENS
BUSINESS
Service Delivery
Integrated Governance
Data
Technology & Infrastructure
BUSINESS & SERVICE MANAGEMENT
Energy
Sanitation
Licenses
MANAGEMENT OF DIGITAL AND TECHNOLOGICAL ASSETS
Access to data related to the city
New market development
Resource optimization
Integration and Enhancement of public services
Increased capacity and agility

Ucity functionalities

- **SERVICE PORTAL** for interacting with citizens
- **MONITOR** the assets via workflow and geofence
- **CONTROL** the vehicles via location coordinates and telemetry (auditing, preventive maintenance, etc)
- Process automation and **INCIDENT ESCALATION** for quick response
- Management of workers in the field via location, tasks, and **AUTOMATED ALARMS** to optimize the resources
- **COMMAND & CONTROL CENTER** may be part of the solution and may integrate all municipality services

ecosystem

- **FACIAL RECOGNITION** for access control and suspect identification
- **INTEGRATION** with existent customer softwares and applications
- **MAPPING** solution, wich allows to visualize the status of teams and asset location, create geofence actions
- **DEPLOYMENT** of SSC (Shared Services Center), Command and Control Centers, etc
- **CYBERSERCURITY** solution

cases & ongoing projects

CONCESSIONÁRIA PORTO NOVO

CIDADE DE JAGUARIÚNA
ESTRELA QUE BRILHA NA REGIÃO METROPOLITANA DE CAMPINAS

PREFEITURA DE CORTIA
novas ideias, grandes conquistas

GOVERNO MUNICIPAL DE NOVA ODESSA
nossa gente em primeiro lugar

PREFEITURA
ESTÂNCIA TURÍSTICA DE OLÍMPIA

INTEREST
technologies – Smart Cities

- Environmental sensors
- Public Safety solutions: smart sensors, access control, video analitics
- Water management
- Smart traffic
- Waste management
- Internet connectivity
- Big data analysis

technology

PARTNERS

UNION

SUEZ environnement

SOFTEX NÚCLEO CAMPINAS

MOTOROLA SOLUTIONS

GRUPO C+ Tecnologia

ZEBRA

PROCER AUTOMAÇÃO E SISTEMAS

FULLFace A sua segurança é você

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easyVISTA™

NEC

Microsoft

Embrapa

INOVA UNICAMP

GRUPO FERRANTE® Soluções em Radiocomunicação Corporativa

BPSS Business Performance System Solution

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THANK YOU!

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