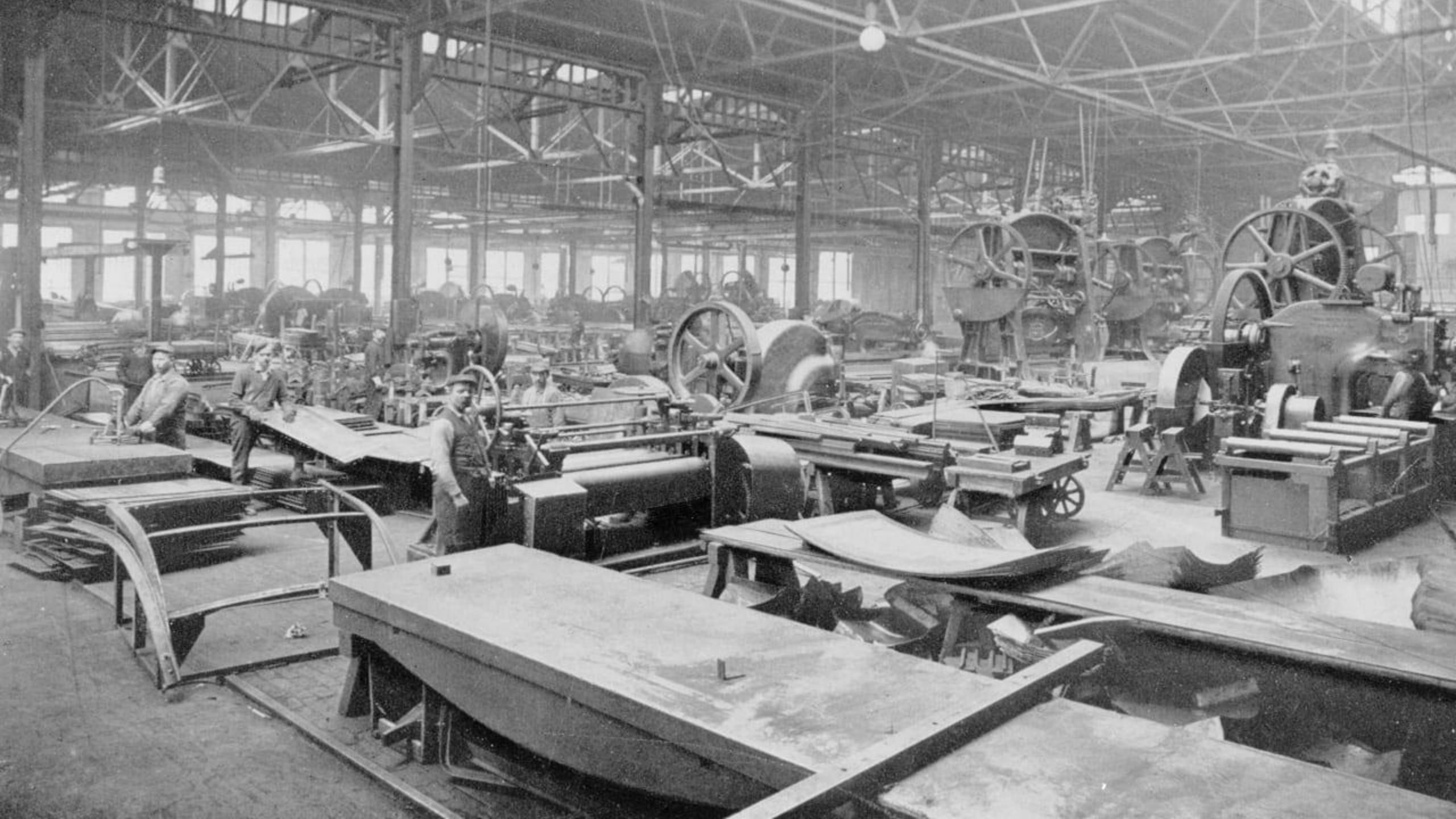
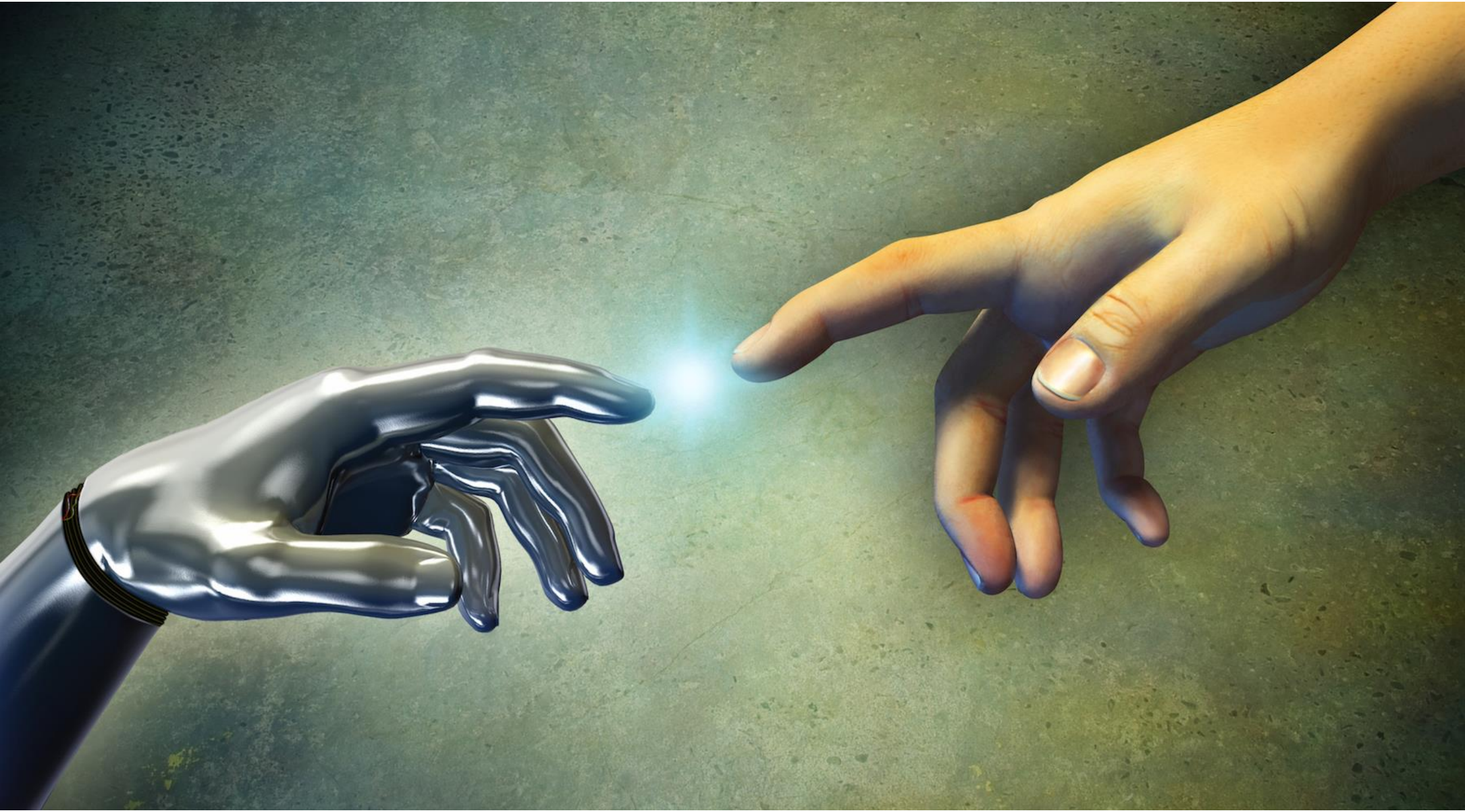
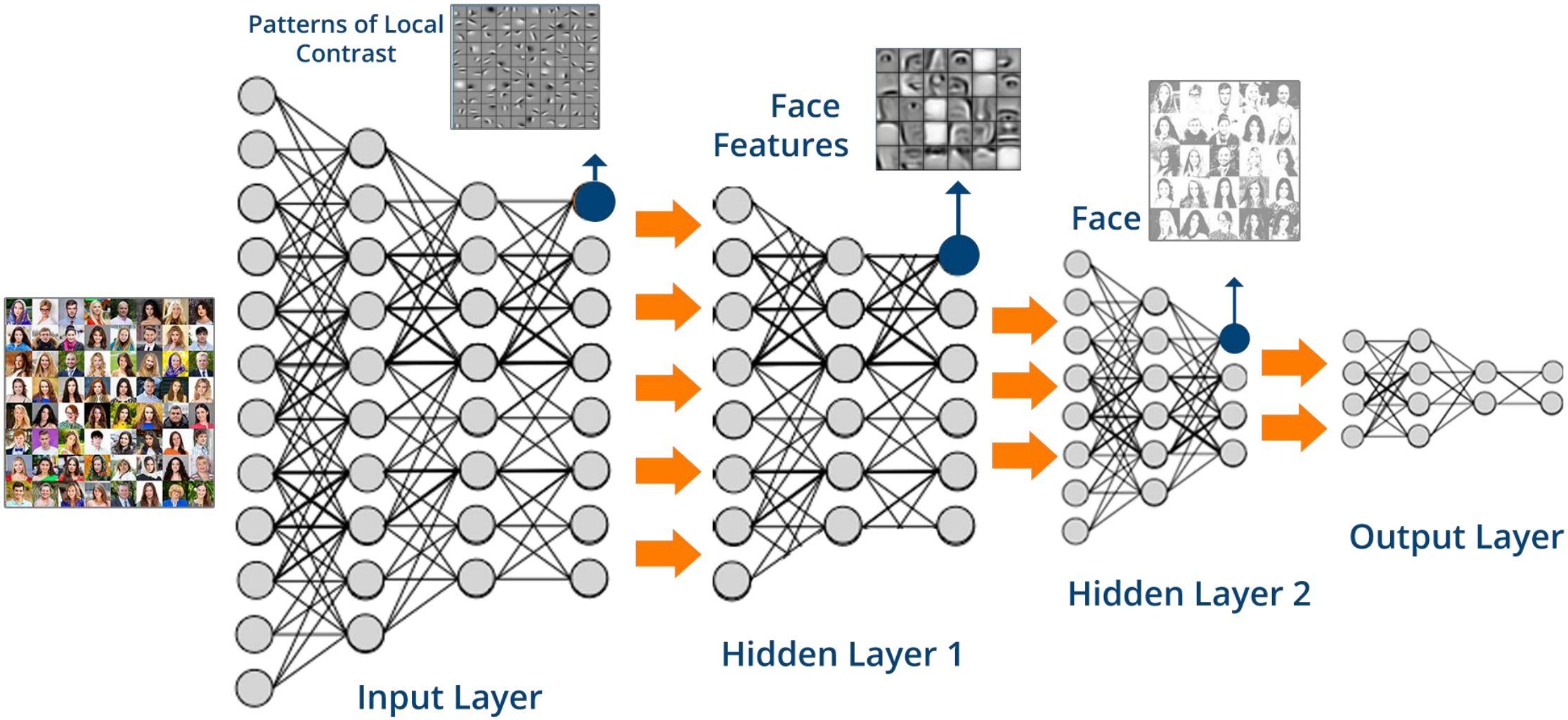
scoutbee
THE FUTURE OF GLOBAL
B2B SOURCING



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Input Layer
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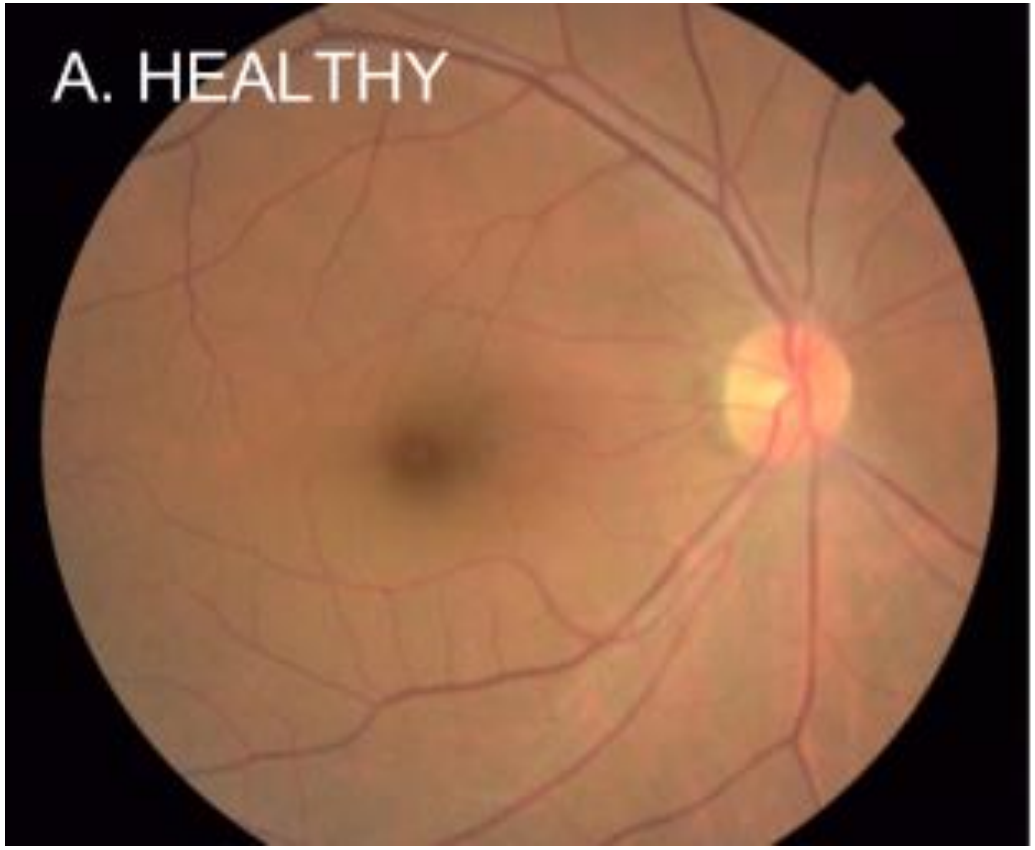
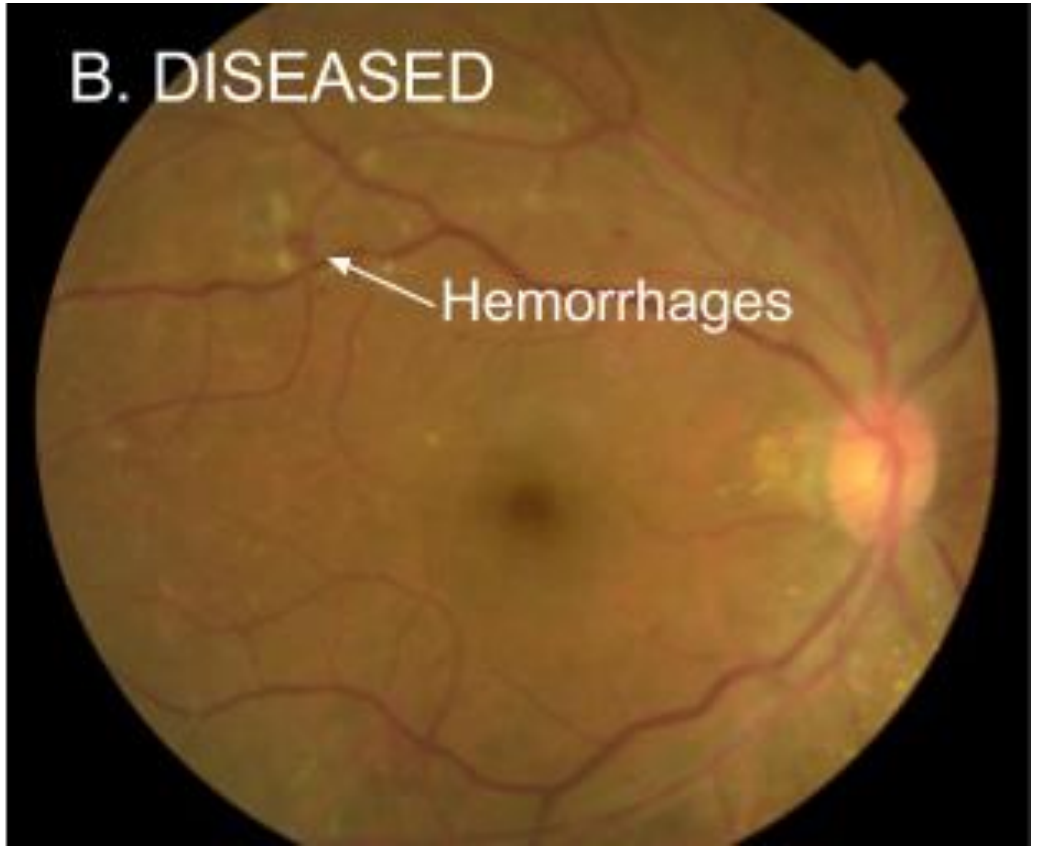
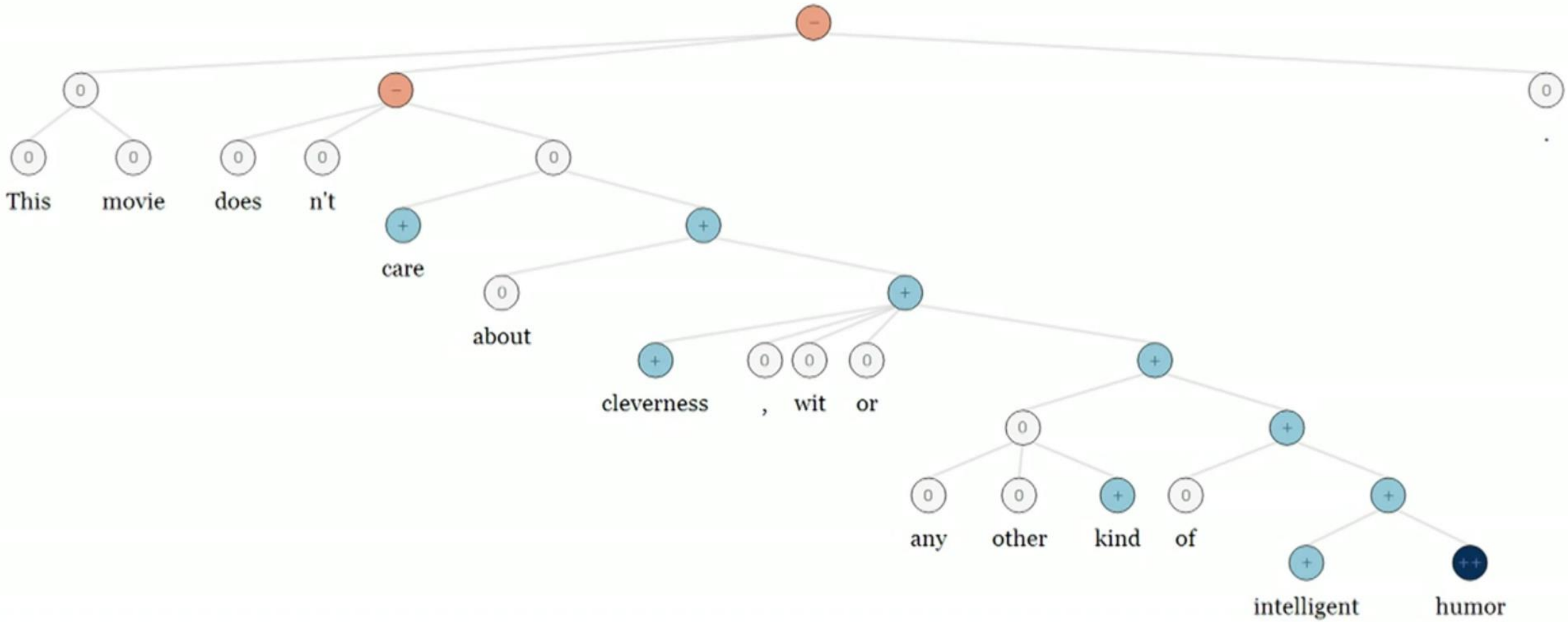
Diabetische Retinopathie





65.4% vs 99.3%

TensorFlow™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Babe Ruth by a fifth grader

In a famous World Series, a slugger walked up to bat. With the count 2-2, the slugger pointed two fingers to the bleachers in left-center field. What happened next became a legend: when the slugger walloped a moonshot into left-center field. Home Run! Babe Ruth, a legendary slugger for the Red Sox, Yankees, and Braves became a legend. Even though Babe earned that home run, he had rough times throughout his life.

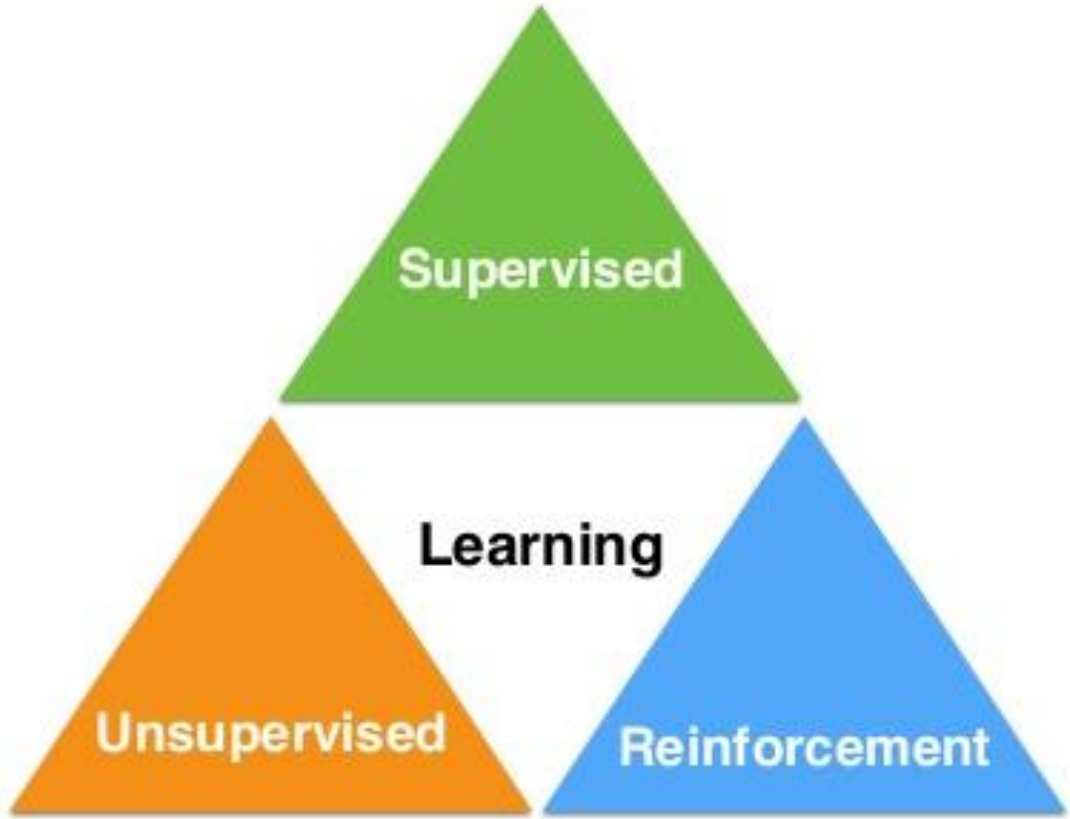
Babe was born into a big, poor, family in 1895. Before he turned five, he didn't attend school, he stole apples at a fruit stand, he chewed tobacco, and he snitched drinks of whiskey from his father's bar. His friends and Babe even played in the street, and when a car arrived, they chucked eggs at the car. As a kid, Babe once stole a dollar from his dad to buy ice cream for all of his friends. His angry father spanked him when he returned home, but he didn't learn his lesson and repeated it.

When Babe turned five, his father brought him to a school for bad kids and kept him there, which sounds bad, but it was the best thing for Babe. Babe started school at St. Mary's studying math, science, and LA. One day he ran outside for recess and he noticed a teacher slamming a ball for the students. Later, he joined the St. Mary's baseball club. Because he performed so well at the tryouts, when he was eight, he played for the twelve-year-old team. He pitched and caught.

After he finished St. Mary's, he joined the Baltimore Orioles, a minor league team. Then the team lost money, so Babe was sold to the Red Sox, a major team, and played pitcher. Eventually, Babe was traded to the Yankees. Later, the Red Sox didn't win a series, so they blamed it on Babe Ruth and called this curse "The Curse of the Bambino." Babe arrived at the Yankees with a $20,000 salary for a year and he played outfield instead of pitcher. In the beginning, with the Yankees, he struggled with a lot strikeouts in two months and broke a bone. Suddenly, he was slamming home runs and earning a lot of hits. In the end of the season, the Yankees qualified for the playoffs and then went to the World Series, though they lost to the New York Giants. He performed very badly, so after the World Series he promised the mayor of New York that he would hit better next season. And he did.

Today's he's ranked number three in hitting homeruns. He hit 714 homeruns in a career of 20-30 years.

- Labeled data
- Direct feedback
- Predict outcome/future

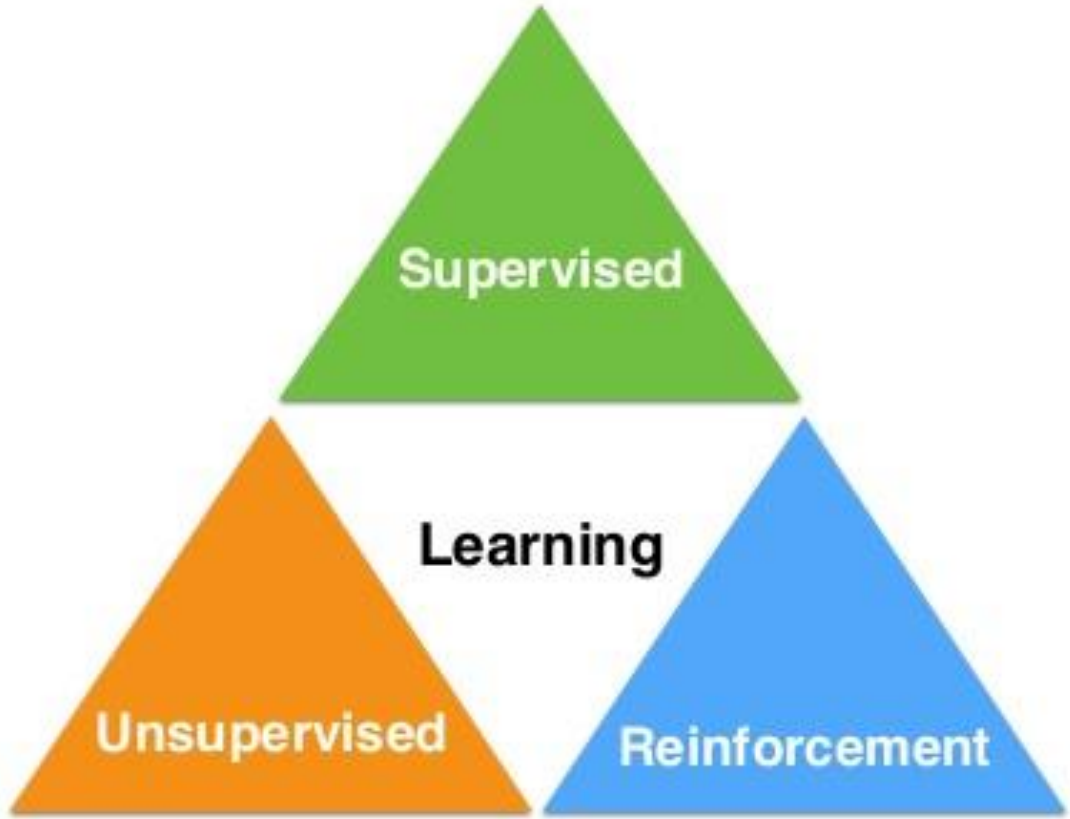


- No labels
- No feedback
- “Find hidden structure”

- Decision process
- Reward system
- Learn series of actions

It might
look goofy ...

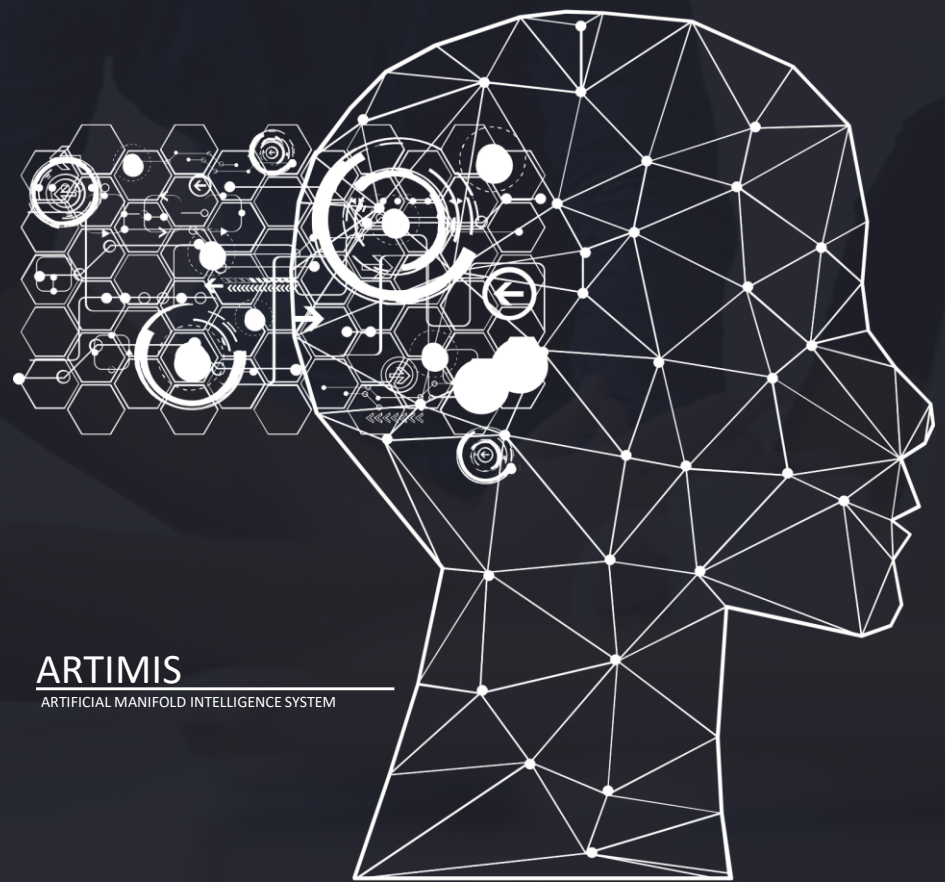
- Labeled data
- Direct feedback
- Predict outcome/future



- No labels
- No feedback
- “Find hidden structure”

- Decision process
- Reward system
- Learn series of actions

ARTIMIS – Disruption der B2B Beschaffung durch künstliche Intelligenz



- Self Learning Artificial Intellligence
- Driven by 1.9 Billion Data Points and growing
- Dynamically Updated every milliseconds
- Proactively Identifying Supply Chain Threats
- Initating Countermeasures automatically
- Fed by thousand of Data Sources

scoutbee –Automated Supplier Identification and Evaluation

scoutbee automatisiert die Lieferantensuche und -identifizierung durch state of the art machine learning und modernste Data Analytics.

1. Analyse

Dataset 0

Find Opportunities

Store Opportunities

#1 Ein “Datensatz 0” mit Suchkriterien wird festgelegt (bspw. Keywords, Länder) Der scoutbee web analyser durchsucht das gesamte web nach passenden Unternehmen und speichert diese in der “Opportunity Cloud”.

2. Crawl

Scrape Content

Structure Data

Big Data Enrichment

Move to hive

#2 Mächtige Crawler extrahieren und strukturieren sämtlichen Content aus Webseiten, Social Media, etc. Anschließend wird der Unternehmensdatensatz mit „Big Data“ wie bspw. Kundenbeziehungen, Unternehmensgröße, etc. angereichert und im scoutbee Herzstück, dem hive abgelegt.

3. Crunch

Tokenize Information

Match with Dataset 0

Display Supplier Fit Score

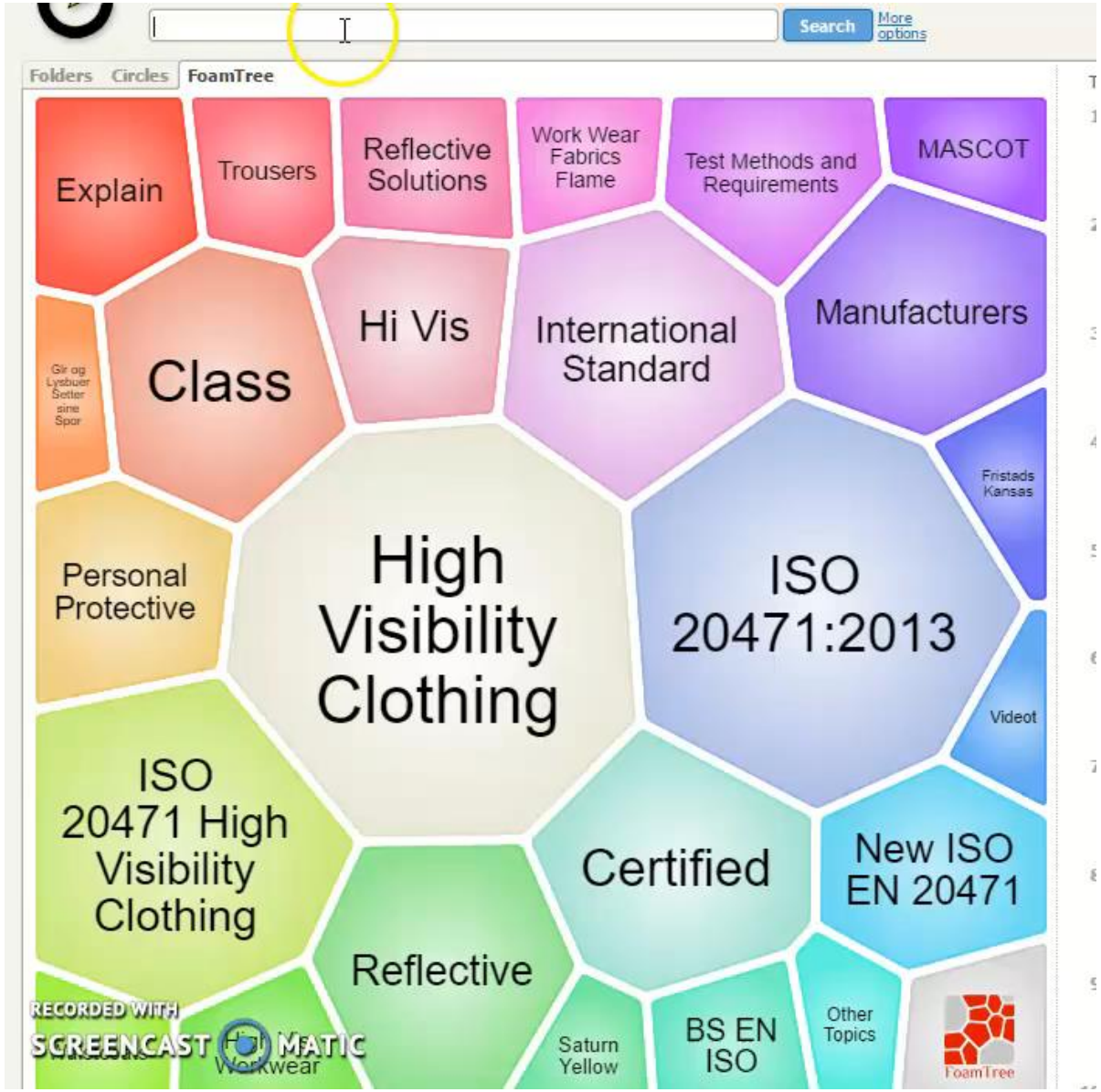
#3 der scoutbee interne Data Similarity Algorithmus analysiert die Daten und gibt den „Buyer Supplier Fit“ im persönlichen Einkäufer Dashboard aus.

4. Learn

Improve by Machine Learning

#4 Das Machine Learning Modul nutzt die Resultate, trainiert die Daten Analyzer und Crawler vollautomatisch und optimiert so nachhaltig die Datenqualität.

FIRE
FIRE
POLICE
EMS
SHERIFF
CERT
CERT



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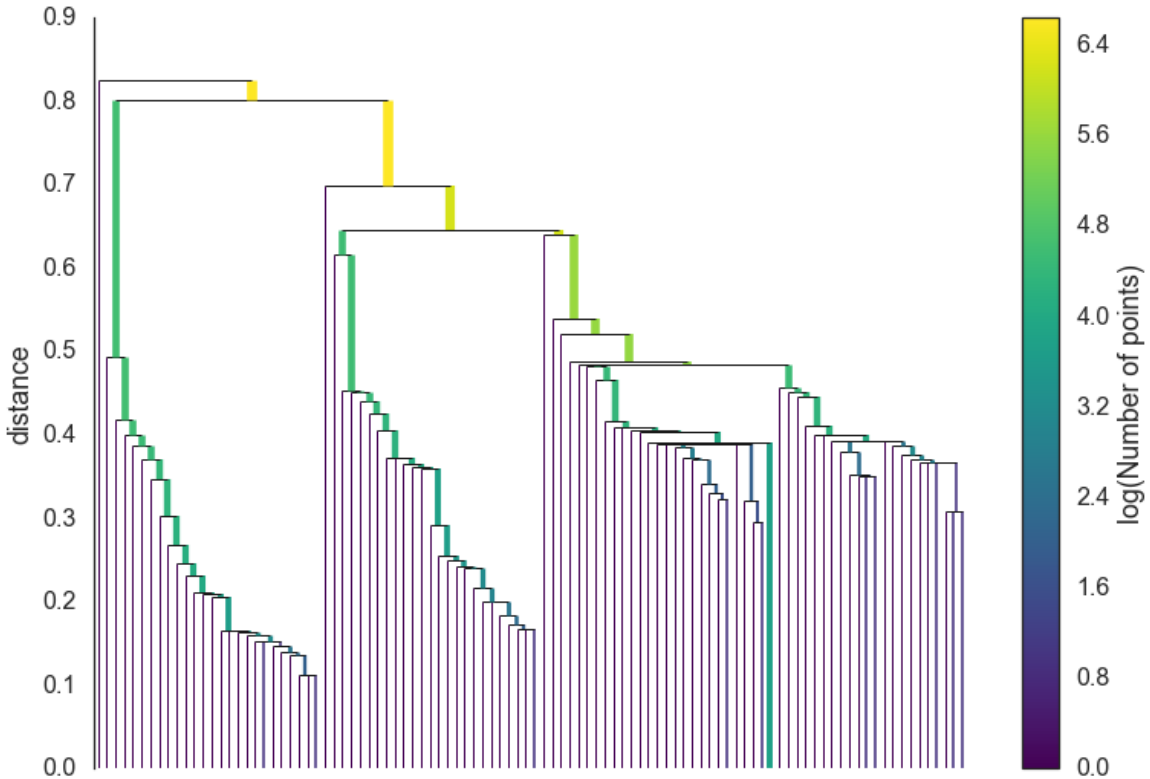
	A	B	C	D	E	F	G	H
1	Company	Full_Name	Designation	Email	First Name	Last Name	Industry/Department	Location
2	Satnam-It Solution	Deep Mangath	Recruitment Consultant	deep@satnam-it.com	Deep		Human Resources	Singapore
3	Netability (Singapore) Pte Ltd	bernardus budi aryanto	Network & System Engineer	baryanto@netability.sg	bernardus	budi aryanto	Information Technology and S	Singapore
4	Information + Innovation Policy Research Center	Dmitry Epstein	Research Fellow	dmitry.epstein@iplusicentre.net	Dmitry		Research	Singapore
5	Advanced Technology Enterprise	Eng Sim Joel Sng	GM	eng.sng@atenterprise.com.sg	Sim	Joel Sng	Information Technology and S	Singapore
6	Heidelberg Asia Pte Ltd	Eric Lee	Regional Infrastructure Operations Manager	eric.lee@heidelberg.com	Eric	Lee	Printing	Singapore
7	Arcomet Asia Pte Ltd	Chin Seng Teng	Chief Operating Officer	Chint@arcomet.com	Chin	Seng Teng	Construction	Singapore
8	VeriSign	Charles Wu	Regional Consulting Manager	cWu@verisign.com	Charles	Wu	Computer & Network Security	Singapore
9	BE International	Tagore Berry	Account Director	Tagore@beinternational.com	Tagore	Berry	Marketing and Advertising	Singapore
10	Parkway Novena Hospital (PNH)	Hong Beng Ong	AVP, Human Resource	hong.ong@parkway.sg	Hong	Beng Ong	Hospital & Health Care	Singapore
11	TCI Global (Singapore) Pte Ltd	Michelle Atchuthan	Marketing Manager	Michelle.Atchuthan@tciglobal.com	Michelle	Atchuthan	Logistics and Supply Chain	Singapore
12	Jafra Cosmetics	Peter Kropp	Senior International Business Development M	peter_kropp@jafra.com	Peter	Kropp	Hospital & Health Care	Singapore
13	Connor Manufacturing Services	HC Tan	Managing Director, Asia Operations	hc.tan@connorms.com.sg	Tan	Hc	Mechanical or Industrial Engin	Singapore
14	APM ENGINEERING & SERVICES PTE LTD	Shanmuganathan subramanian	Fire & security system	Shanmuganathan.subramanian@apm-technica.com	Shanmuganathan	subramanian	Staffing and Recruiting	Singapore
15	Philips Dynalite	Kee Keong Phang	Business Development Manager - Indoor Con	kee.phang@philips.com	Kee	Keong Phang	Construction	Singapore
16	Corning Cable Systems	Danny Corning	Regional Sales Manager	DannyC@corning.com	Danny	Corning	Pharmaceuticals	Singapore
17	GoldenSource	David Chew	Sales Director, Asia Pacific	dchew@thegoldensource.com	David	Chew	Telecommunications	Singapore
18	BSI S.A.	Jean Yap	Head of Communications & Business Manage	Jean.Yap@bsibank.com	Jean	Yap	Banking	Singapore
19	Experimental Therapeutics	Saul Leighton	PMP, Project Manager	sLeighton@etc.a-star.edu.sg	Saul		Investment Banking	Singapore
20	Singapore Workforce Development Agency - Inst	Andrew Gurnett	Deputy Director	andrew_gurnett@wda.gov.sg	Andrew	Gurnett	Education Management	Singapore
21	ImaginAsia Pte Ltd	Sharon Tan	General Manager	SharonTan@imaginasiagp.com	Sharon	Tan	Information Technology and S	Singapore
22	HPL Hotel & Resorts	Kurt Chevrez	Sales Manager	Kurt.Chevrez@hplhotels.com	Kurt	Chevrez	Hospitality	Singapore
23	NNR GLOBAL LOGISTICS (S	Christopher Pwoh	Information Technology Manager	Christopher@nnrsin.com.sg	Christopher	Pwoh	IT & IS	Singapore
24	BW Fleet Management Pte Ltd	Sara Sara	Sr. Manager Human Resources Development,	Sara.Sara@bw-group.com	Sara	Sara	Oil & Energy	Singapore
25	Rapp Singapore	F - Doreen Chan	Associate Account Director	FDoreen.Chan@rapp.com.sg	F		Marketing and Advertising	Singapore
26	Bootstrap	Qin Ying Chow	Project Executive	chow@bootstrapworld.org	Qin	Ying Chow	Professional Training & Coach	Singapore
27	Jabil Circuit Singapore Pte Ltd	LUTFI ARSHAD	IT - Business Analyst	LUTFI.ARSHAD@jabil.com	LUTFI	ARSHAD	Information Technology and S	Singapore
28	Memjet Technology	Jraan Soh	Quality Assurance Manager	jraan.soh@memjet.com	Jraan	Soh	Information Technology and S	Singapore
29	Dennis Kwan Consultancy	Dennis Kwan	Trainer & Coaching Consultant	dennis-kwan@dennis-kwan.com	Dennis	Kwan	Professional Training & Coach	Singapore
30	ITOCHU Singapore	Chris Chong Thoong-Shin	Deputy General Manager, Finance and Real Es	Chris.Thoong-Shin@itochu.com.sg	Chris		Consumer Goods	Singapore
31	Dover Park Hospice	Dr Stella Wee	Chief Executive Officer	stella_wee@doverpark.org.sg	Stella	Wee	Financial Services	Singapore
32	Tolani Shipping (Singapore) Pte Ltd	Suresh Katara	General Manager (Commercial)	SKatara@ssa.org	Suresh	Katara	Telecommunications	Singapore
33	Narada Asia Pacific Pte Ltd	Peter Ng	General Manager	peterng@narada-ap.com	Peter	Ng	Maritime	Singapore
34	Save Our Planet Investments Pte Ltd	Alicia Ang	HR Manager	alicia.ang@sopinv.com	Alicia	Ang	Investment Management	Singapore
35	The Citigroup Private Bank	Frances Fulgencio	Assistant Vice President	frances.fulgencio@citi.com	Frances	Fulgencio	Banking	Singapore
36	Boardroom Business Solu	Chan Kuen	Chief Technology Officer	Chan.Kuen@boardroomlimited.com	Chan	Kuen	IT & IS	Singapore
37	apex safety and risk managment consultancy pte	Abdul Rahim	safety consultant	abdul@apexsafety.com	Abdul	Rahim	Construction	Singapore
38	EXFO Service Assurance	Mario Hilman Ali	Senior Pre-sales Engineer (South East Asia Re	mario.ali@exfo.com	Mario	Hilman Ali	Telecommunications	Singapore
39	Fast n Safe	Sami Sharieff	International Consultant	sami.sharieff@fastnsafe.com	Sami	Sharieff	Security and Investigations	Singapore
40	AC Ryan Asia Pacific Pte Ltd	Lewis Goh	Regional Commercial Director	lewis@acryan.com	Lewis	Goh	Information Technology and S	Singapore
41	OPI Inc	Ivy Cortel	Sales Consultant	icortel@opi.com	Ivy	Cortel	Health, Wellness and Fitness	Singapore

Sheet1 Sheet2 Sheet3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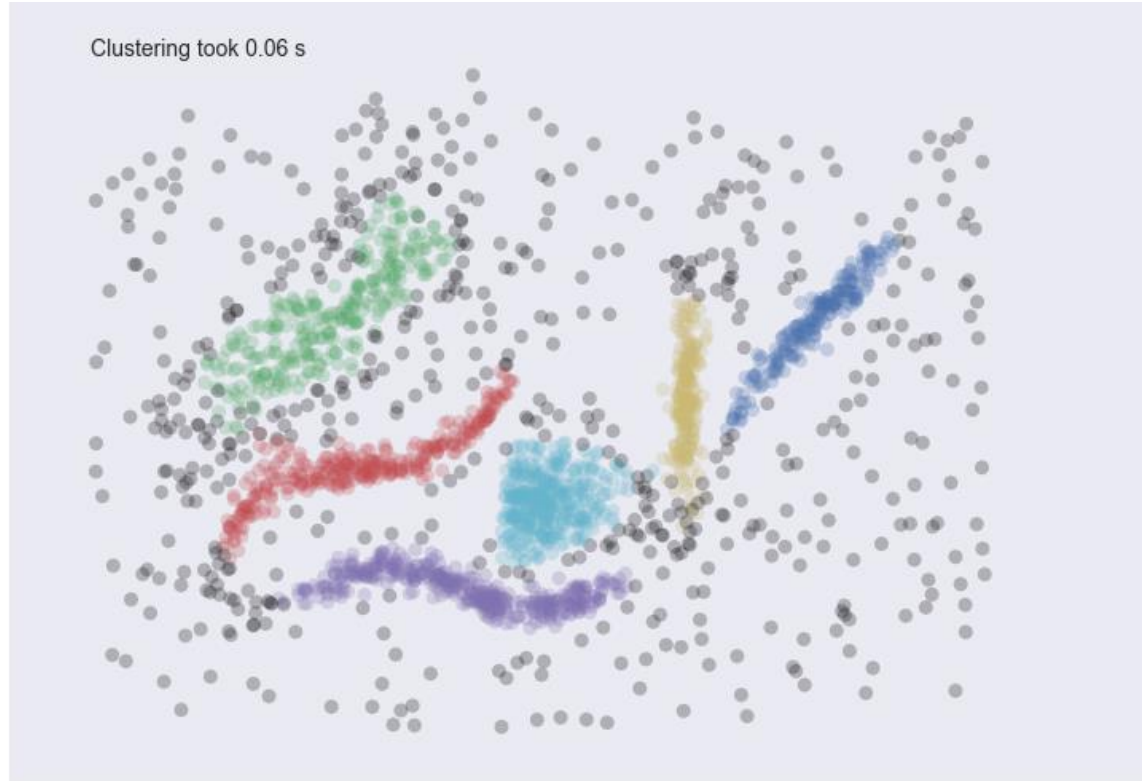
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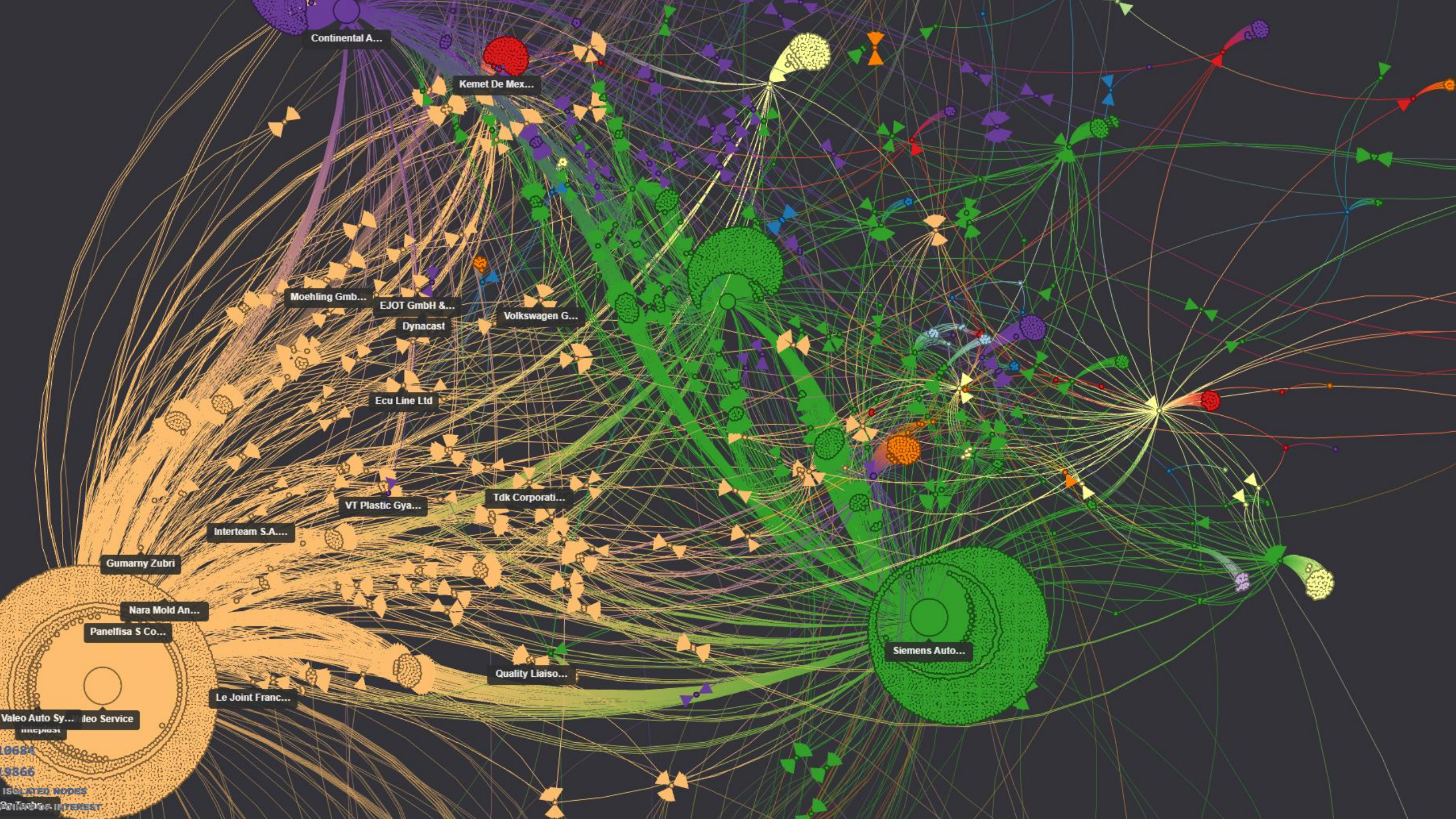
Safety Depot | Safety Vests | Safety Clothing | Safety Gear | Veteran Owned Business | search... | 800-746-5357

QUICK SHOP

- Top 10 Safety Vests
- Summer Mesh Safety Vests

POPULAR CATEGORIES

- Class 2 Safety Vests
- Class 3 Safety Vests
- Value Safety Vests
- Colored Safety Vests
- Kids safety vests
- Public Safety Vests
- Incident Command Vests
- Event Safety Vests
- Economy Vests
- Safety Jackets
- Women's Safety Vests
- Safety Sweatshirts
- Safety Shirts
- Hard Hats
- Safety Sunglasses
- Safety Glasses
- Reflective Rain Gear
- Traffic Wands
- Traffic Signs & Flags
- Reflective Gear Bags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Moehling Gmb...
EJOT GmbH &...
Volkswagen G...
Dynacast
Ecu Line Ltd
VT Plastic Gya...
Tdk Corporati...
Interteam S.A....
Gumarny Zubri
Nara Mold An...
Panelfisa S Co...
Siemens Auto...
Quality Liaiso...
Le Joint Franc...
Valeo Auto Sy...
leo Service
ISOLATED NODES

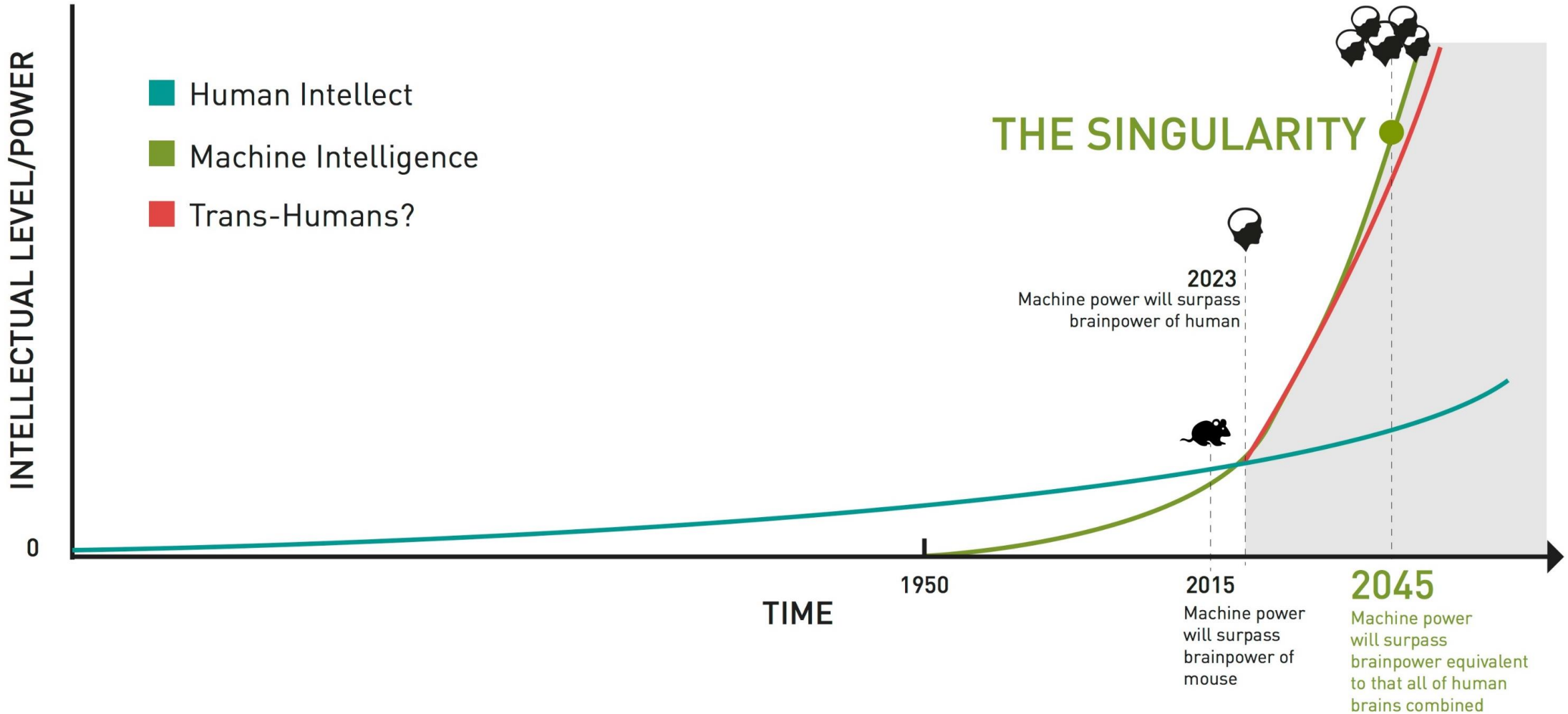
„We have no chance to compete against machines on frequent high volume tasks!“

Anthony Goldbloom · Machine learning expert

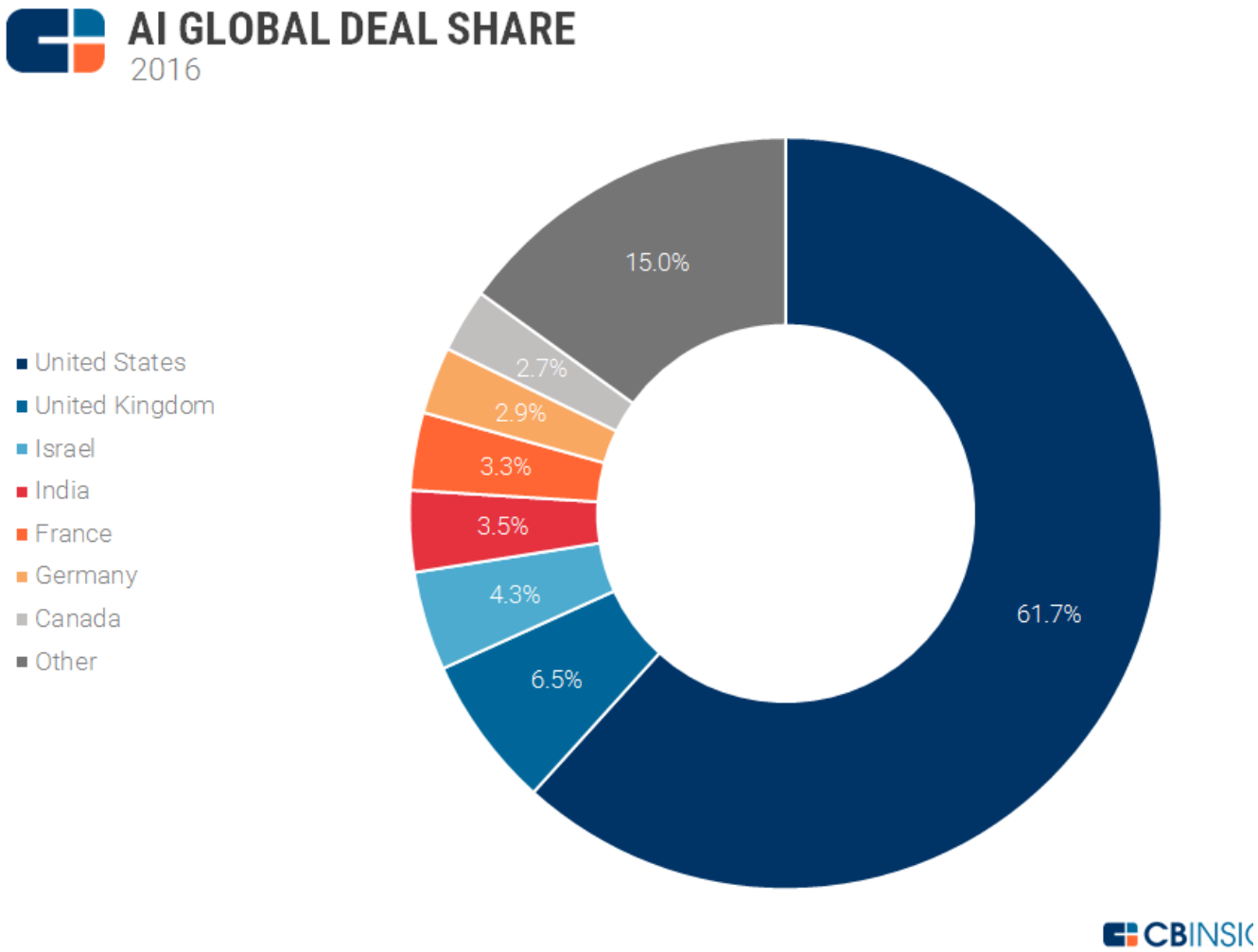
Anthony Goldbloom crowdsources solutions to difficult problems using machine learning.

SINGULARITY TIMELINE

Rise in human intellect could be driven by integrating with machines in the future



Einkäufer 4.0?



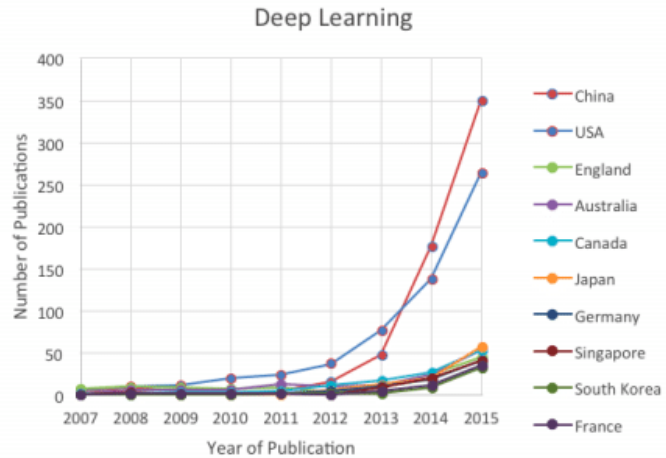


Figure 1: Journal **articles mentioning "deep learning" or "deep neural network"**, by nation.[62]

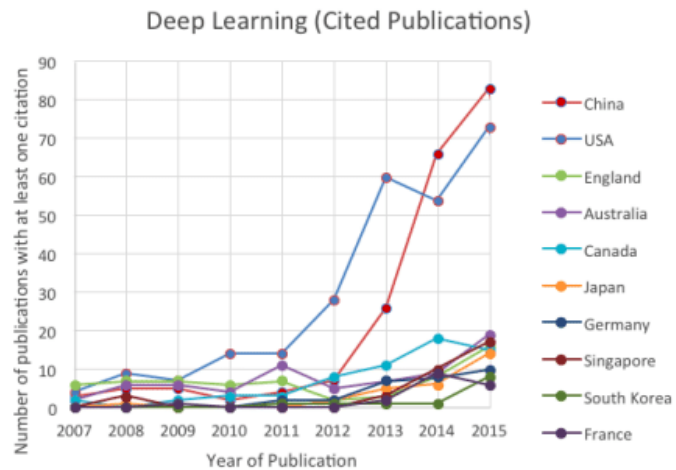


Figure 2: Journal articles cited at least once, mentioning **"deep learning" or "deep neural network"**, by nation.[63]

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THANKS!!!!

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B2B SOURCING