

# From Sensor to Data Driven Operation

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VNV/KIVI-congress Packaging Industry 4.0, March 22, 2018



# Topics

- Introduction
- Lely : farming innovators
- Industry 4.0 and other buzz words
- Data, Artificial Intelligence : what, why, how ?
- Sensors and measuring systems
- Where and how to start ?
- Discussion

**Lely**  
A family run  
company with  
farming  
in its DNA



Cornelis van der Lely  
Founder



Arij van der Lely  
Founder



Alexander van der Lely  
CEO Lely



**Lely  
today**

Annual Sales  
**€ 400 mln**

Number of  
employees  
**1.200+ fte**

Investments in R&D  
from our product  
turnover  
**7%**



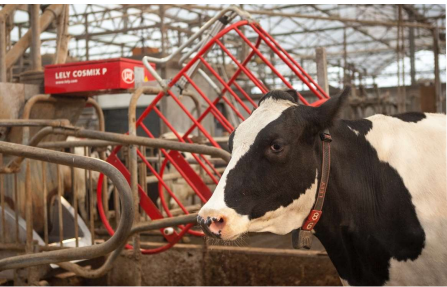
Number of living  
patents  
**1.600**

Number of  
R&D units  
**4**

Number of  
production units  
**3**

Number of  
markets  
**> 40**

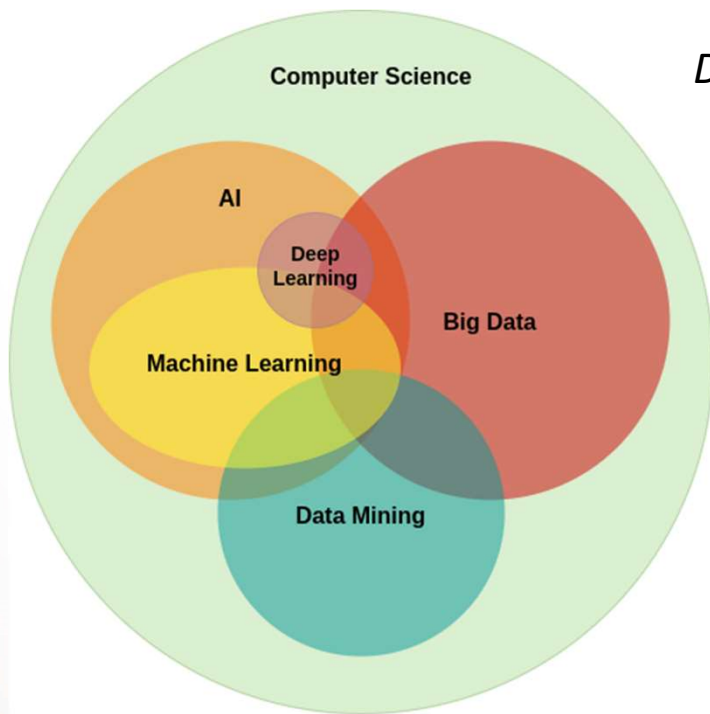




**In-house  
innovation and  
manufacturing**



# Industry 4.0 and other buzz-words



*Deep Learning*



*Model Based Design*

*Internet of Things*

*Artificial Intelligence*

*Data Governance*

*Machine Learning*

*Cloud Computing*

*Neural Networks*

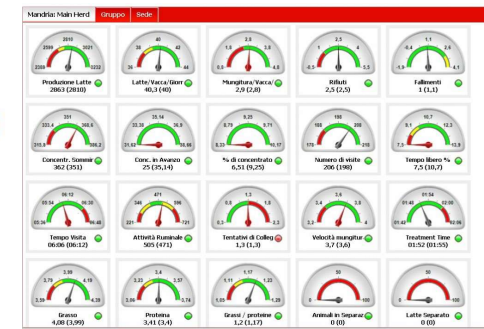
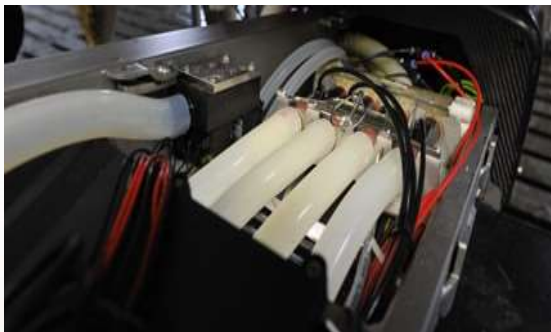
*Big Data Analysis*

*NoSQL Databases*

*Genetic Algorithms*

*Model Based Predictive Control*

# Astronaut A4 – Sensors and Farm Management



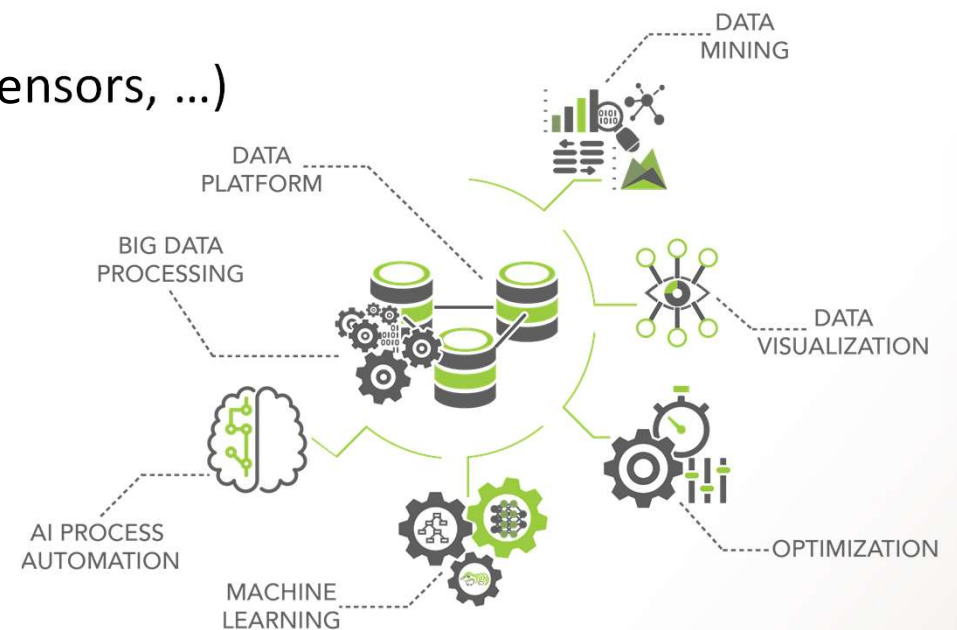


# Datamole

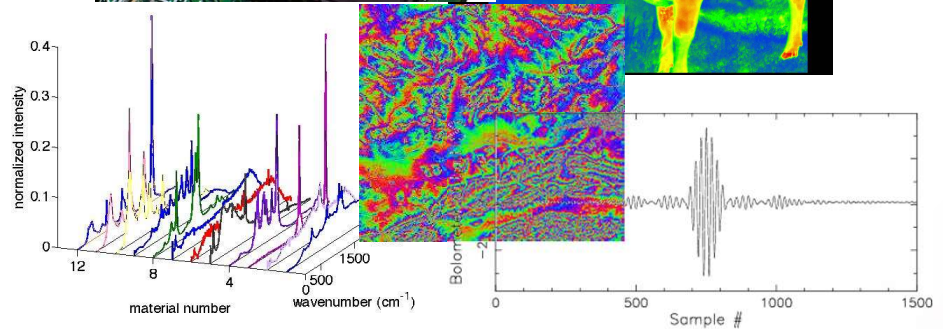
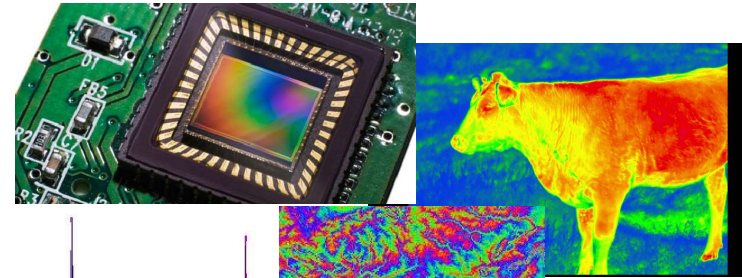
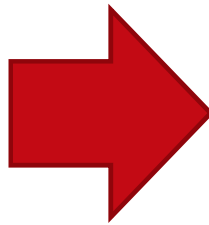
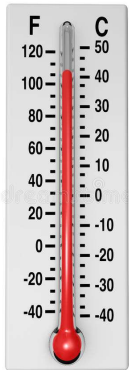
- Startup in Prague, founded in 2015 (now >20 FTE)
- Strong connection with university (CTU)
- Focus on applying AI in industry (machines, sensors, ...)
- Data visualization (!)



<https://www.datamole.cz/>



# Data Driven Sensor Design

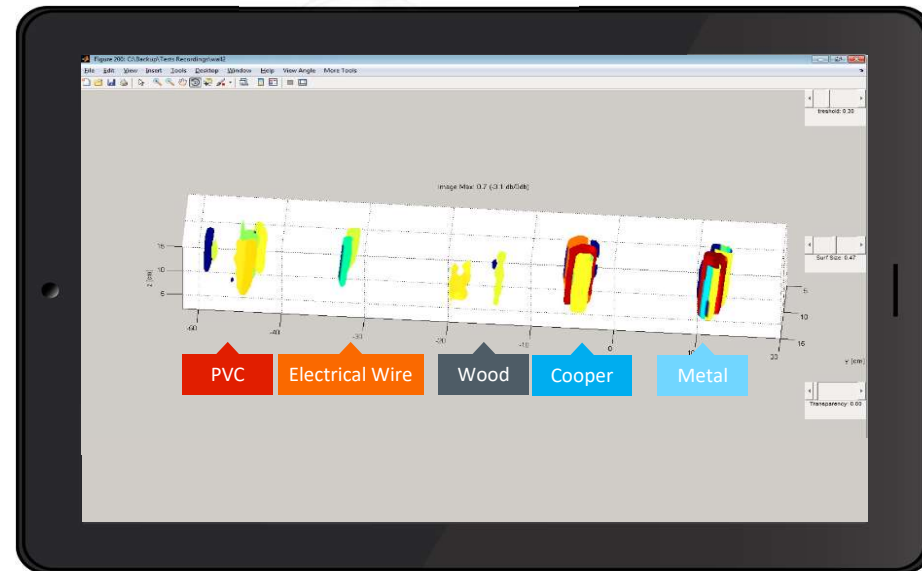
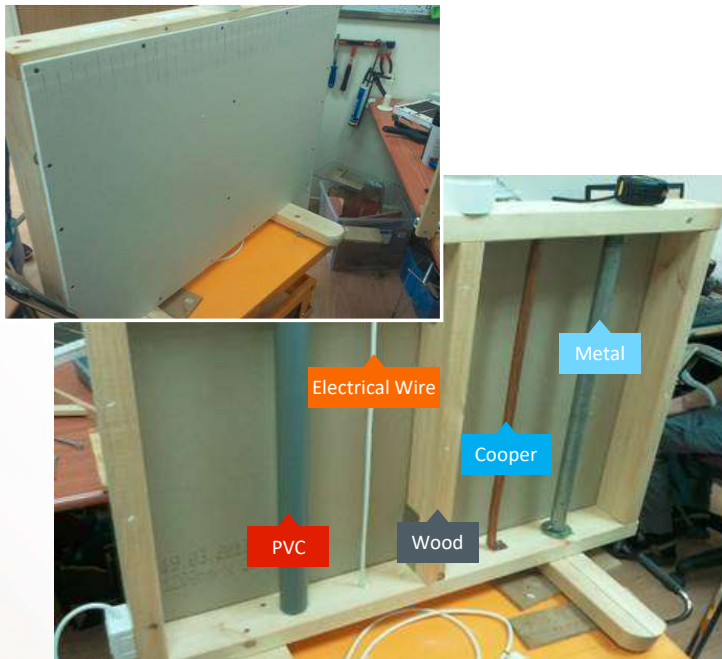


- Single parameter
- Specific
- Expensive
- Intrinsic accuracy

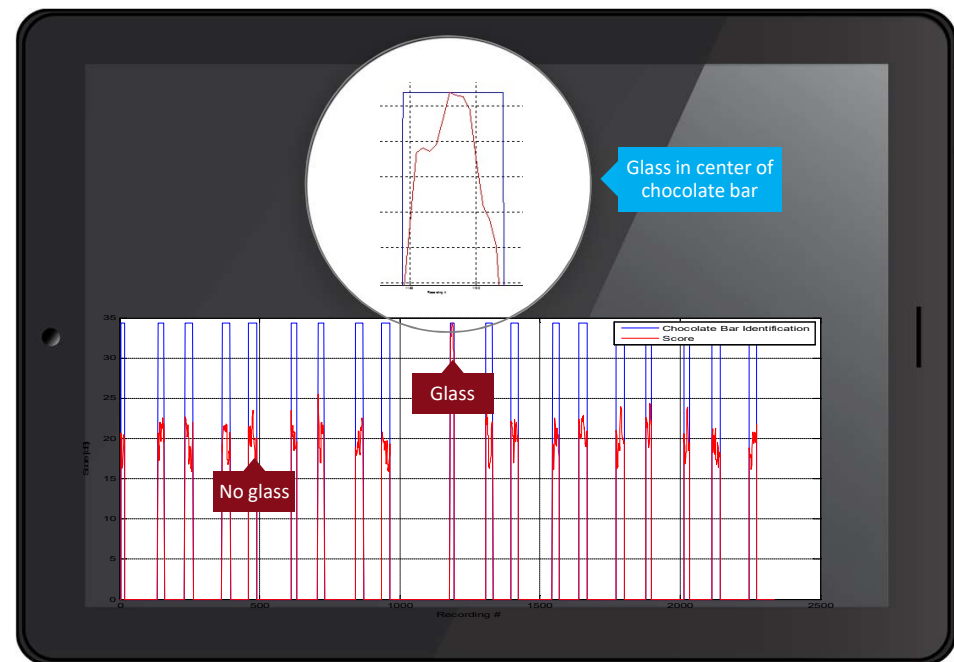
- Finger printing
- Non-Specific → unexpected information may be revealed
- Inexpensive (mass produced)
- Accuracy through machine learning

# Sensor Startups - Vayyar

## RF Imaging (dielectric spectroscopy)



# Sensor Startups - Vayyar



 **vayyar** <https://vayyar.com/>

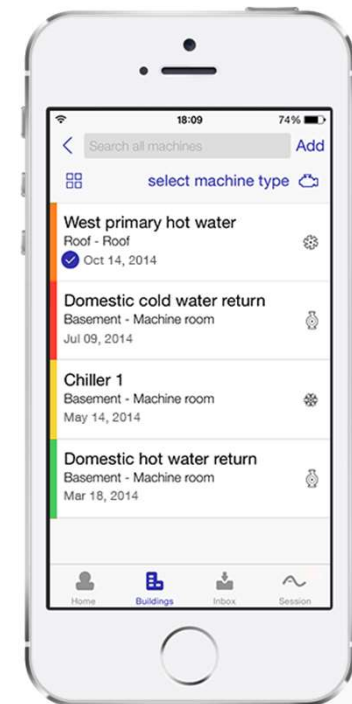
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# Sensor Startups - Augury

## Predictive Maintenance using Sound Profiles

Augury's diagnostic technology is built around a simple principle. Every mechanical system can be characterized by the sound that it makes – machines “talk” and we understand their language. We use vibration and ultrasonic sensors, which are the gold standard in the Predictive Maintenance space, to measure these sounds.



<https://www.augury.com>

# Sensor Startups - Cainthus

Cow Identification and behavioral analysis through Machine Vision

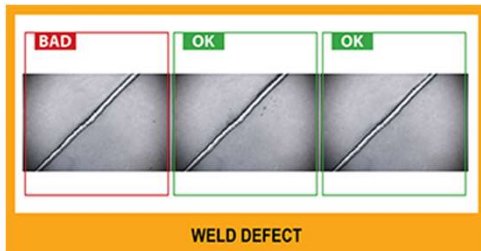
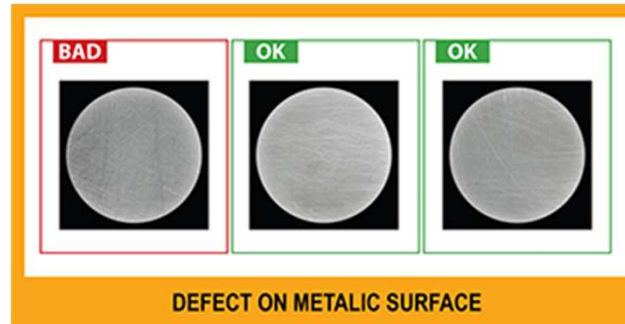


<https://www.cainthus.com>



# Sensor Startups - Sanezoo

## Artificial Intelligence inside Cameras



**SANEZOO** <https://www.sanezoo.com/>

# Modelling

## White box (deterministic) models

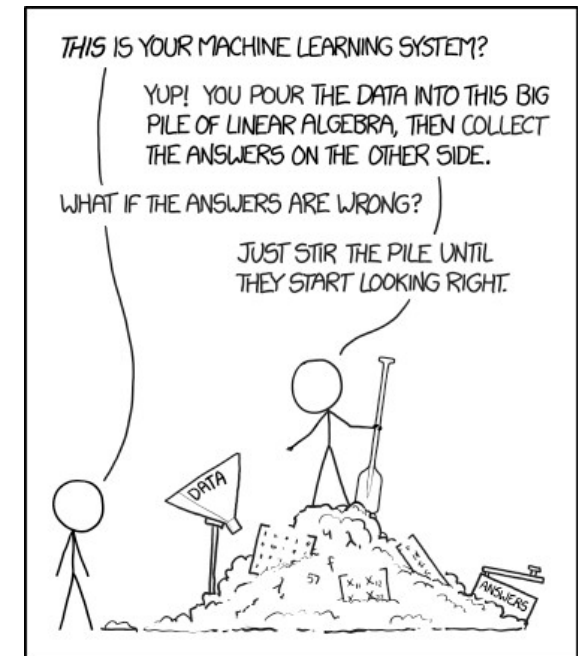
Based on our understanding of a system  
*(the best option if no, or limited amount of data)*

## Black box (AI/machine learning) models

Based on an internal structure which is unknown,  
we are happy as long as it describes our observations well enough  
*(much data and many CPU's required)*

## Grey box

Combination of the above  
*(no gain if enough data and CPU power)*





# AI in 2018 – Black Box Modelling

- AI is the new **electricity**, it will transform every major industry
- Most AI Startups are in about the same stage as internet companies in the 90s
- > 99% of all AI applications are still of the A->B type (supervised learning)

## Supervised learning

labeled data

## Transfer learning

apply learning from one domain to another

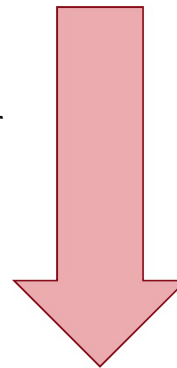
## Unsupervised learning

learn from unlabeled data

## Reinforcement learning

video games, Alpha Go  
robots (simulator)

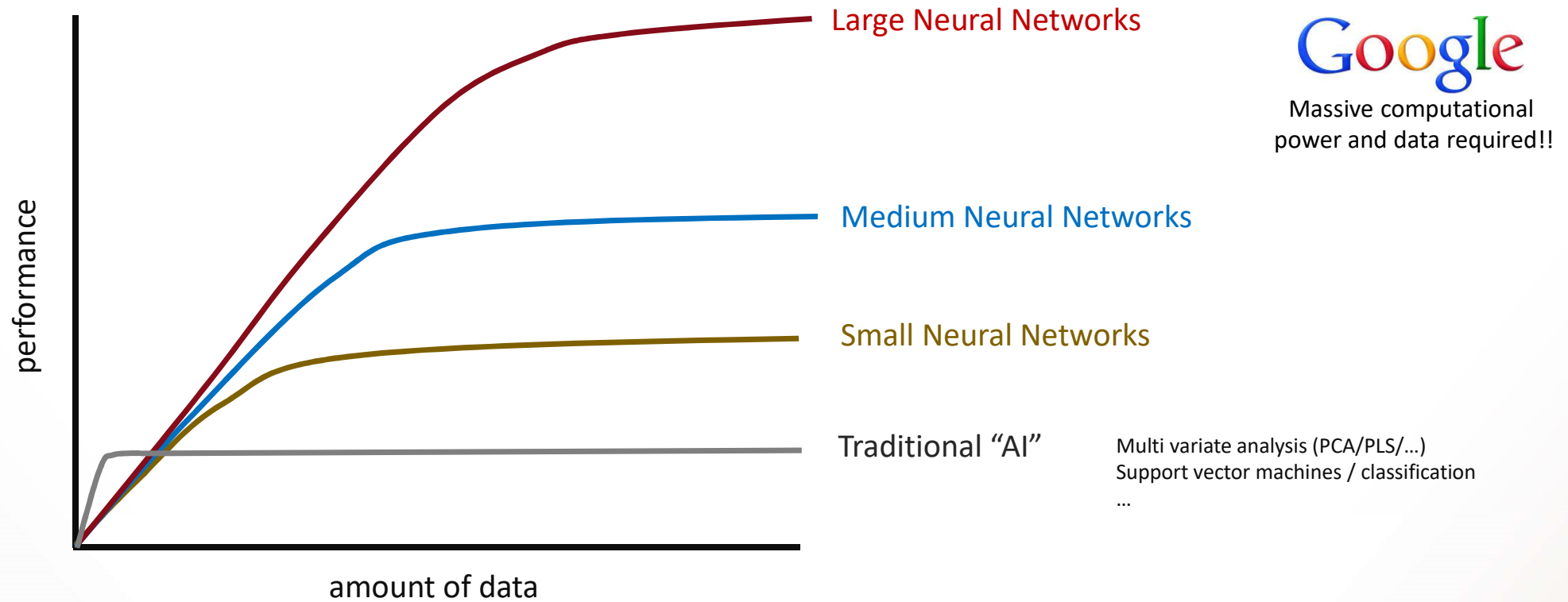
More data required



**Data beats algorithms!**

(Andrew Ng, Stanford, former chief scientist Baidu)

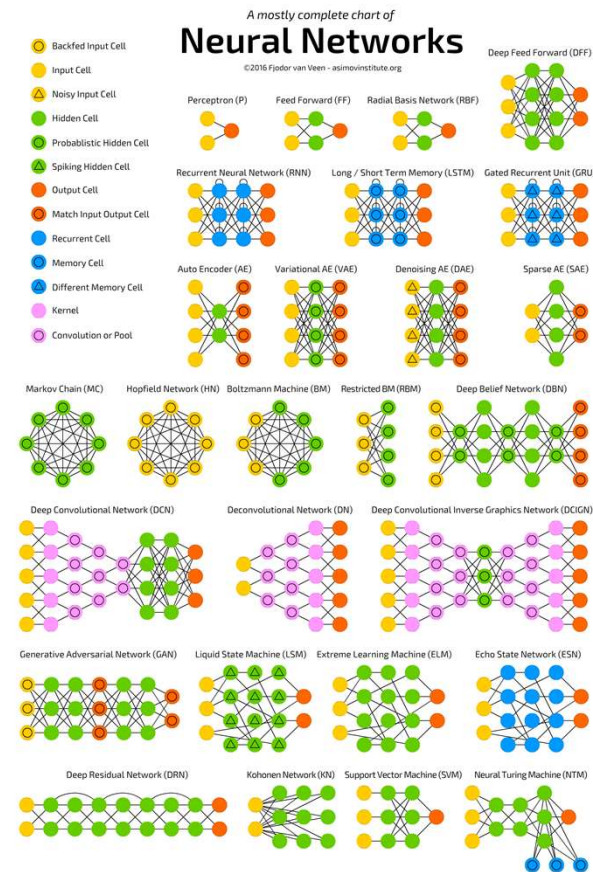
# Deep Learning – Neural Networks



(Andrew Ng, Stanford, former chief scientist Baidu)

# Neural Networks - Work for Experts !

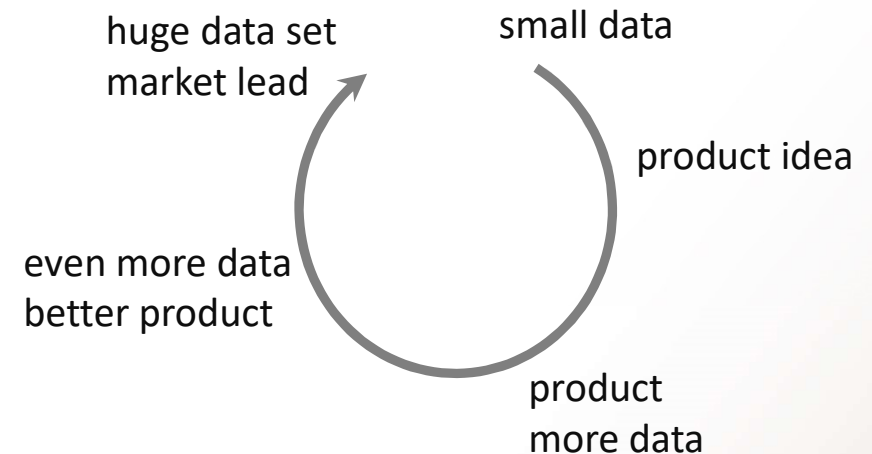
<http://www.asimovinstitute.org/neural-network-zoo/>



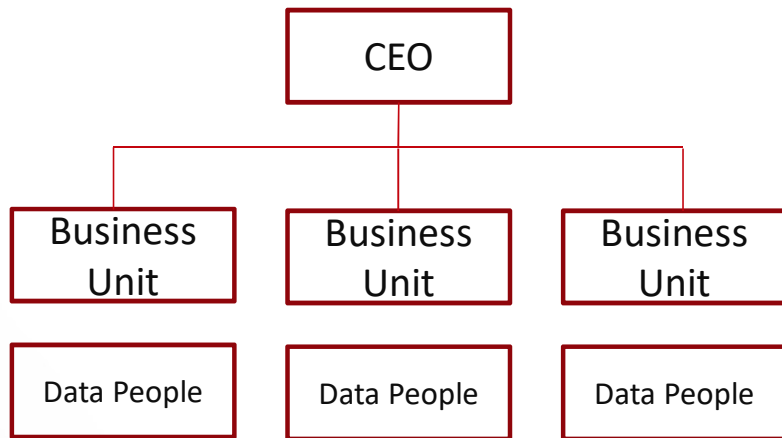
# Data as a Commodity – Work for You !

- Data beats algorithms
- Algorithms are difficult to protect (open source)
- Data access is key (competitors advantage)
- Strategic data acquisition

- Follow product during entire life cycle !
- Not only in traditional product column ...  
... but consider entire chain (cradle to cradle)
- Product quality, storage, usage
- Recycling



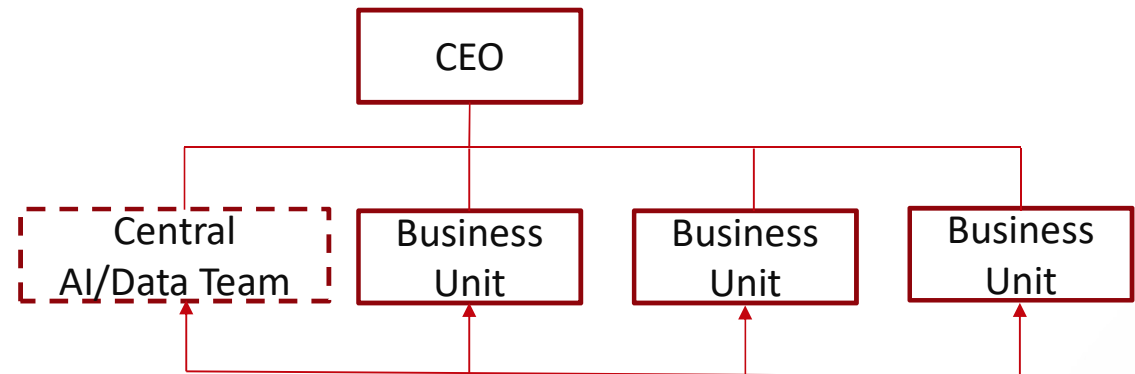
# How to Implement AI



**For now, recipe for disaster**

... but in the future the best option again if :

- shared platforms
- shared data warehouse
- shared tools
- democratization of data



**For now, a good start !**

- New job descriptions
- More complex world → decision making push down !

## *Questions - Discussion*

- laat je niet intimideren door alle "hypes" en "buzzwords" ... ga aan de slag!
- richt je op het strategisch verzamelen van data ... "data beats algorithms"
- volg je product en verzamel gegevens gedurende de gehele levenscyclus ("cradle to cradle")
- formeer een toegewijd team van "data scientists" (intern of extern)

# Thank You!

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