

Pilot project procedure

A pilot at 1–2 sites lasting 2–4 weeks: calibration on your recordings and a final report with figures against criteria agreed before the start.

Version 1.0, October 11, 2026. This document is for information purposes only, describes a standard delivery and does not constitute an offer. The scope of work and terms are set out in the contract.

1. Purpose of the pilot

- 1.1. A pilot answers one question: does the platform, on your cameras, your camera angles and your procedures, deliver results that justify scaling?
- 1.2. We do not make promises in percentages before a pilot: the values depend on the cameras, camera angles and procedures at a specific site. Accuracy at a site can only be established on that site's own recordings, which is why calibration is a mandatory part of the pilot. n7kel AI is trained and tested on ordinary 2D images, so the cameras you already have are suitable. 3D cameras are supported too, if they are already on site or the task requires them.
- 1.3. The pilot runs with no disciplinary action against employees: events are reviewed but do not become grounds for penalties.
- 1.4. A pilot is possible for any n7kel product. For n7kel Voice, employees and customers are notified; for visitor recognition modules, a pilot starts only after a lawful basis is in place (consent or an agreement with government authorities). If a scenario you need is not covered by the standard modules, n7kel AI is trained further for the client's task during the pilot.

2. Key parameters

PARAMETER	VALUE
Scope	1–2 sites (for example, 1–2 fuel stations)
Duration	2–4 weeks
Report on the client's recordings	Within 5 working days of receiving the recordings
Pilot start	2 weeks after receiving the recordings and the POS export
Installation at one fuel station	1 working day
Non-disclosure agreement	Signed before the recordings are transferred

PARAMETER	VALUE
Success criteria	Agreed before the pilot starts
Price	Determined after the site survey

3. Pilot steps

01

Non-disclosure agreement and recordings

We sign a non-disclosure agreement. The client provides 1–2 camera recordings (daytime and nighttime) and, for the Fuel Station Checkout module, a sample POS export.

02

Report on your recordings

We run the recordings through the system and return a report: what was found, what was missed, which cameras are suitable. Turnaround: 5 working days after receiving the recordings.

03

Selection of sites and criteria

We select 1–2 sites and agree on the success criteria and their target values, the internal policy, the staff notice and the draft contract.

04

Site survey and installation

Camera and network check, equipment installation, POS connection, definition of posts and zones. Installation at one fuel station takes 1 working day.

05

Week 1: calibration

Zone setup, tuning of post rules and thresholds, review of every false alarm. At the client's decision, a reference set for testing updates is compiled from the site's recordings.

06

Weeks 2–4: operation with no disciplinary action

The security department reviews events as "confirmed" or "false alarm". The share of false alarms is visible every day. Thresholds and n7kel AI are tuned on the site's annotated examples.

07

Final report and decision

A report with figures against the agreed criteria, "what to change" recommendations for each site and a commercial proposal for scaling.

4. Success criteria

Target values are agreed before the pilot starts and recorded in writing.

CRITERION	HOW IT IS MEASURED
False alarms	Number of false alarms per hour for each event type — the first quality indicator

CRITERION	HOW IT IS MEASURED
Detection rate	Share of key violations detected on the site's annotated recordings
POS reconciliation	Number of confirmed discrepancies per checkout per shift; share confirmed by the security department
Review time	Time to review one case; share of cases closed without escalation
Camera suitability	Score for each camera and recommendations on camera angle and lighting
Organizational findings	"What to change" recommendations for each site: procedures, breaks, personal logins, goods handover procedure

5. What is required from the client

- 1–2 camera recordings — daytime and nighttime; for checkout control, recordings from the cameras above the checkouts;
- a sample export of POS transactions (CSV/XLSX) or access to the POS API;
- access to the site's cameras: a view-only account;
- space, power and network for the equipment;
- a person responsible for the pilot and for reviewing events;
- an internal policy, a staff notice, consents to identification — only from those who wish to give them;
- a signed non-disclosure agreement covering the recordings.

6. What the client receives at the end

- a report with figures against criteria agreed in advance;
- the share of false alarms and the detection rate for each violation type;
- the number of confirmed POS discrepancies;
- a camera suitability assessment and recommendations;
- "what to change" recommendations for each site;
- a commercial proposal for the network, based on the site survey.

7. Pilot data

7.1. The client's recordings are used only for the purposes of the pilot under the terms of the non-disclosure agreement.

7.2. Annotated examples used for tuning are stored in the n7kel on-site unit at the site and do not leave it without the client's decision.

7.3. All pilot data is confidential and is not shared with any third parties. At the end of the pilot, recordings provided by the client are deleted or returned as the agreement provides.