



# The HfS Hot Vendors Q2 2018

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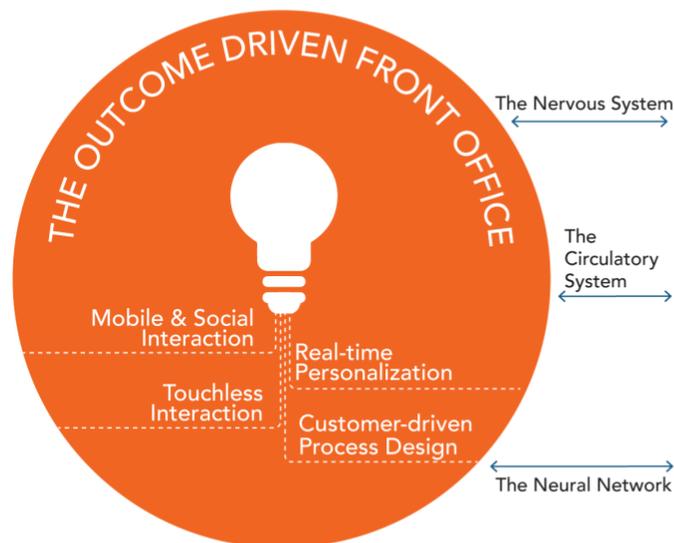
Excerpt for Infinia ML

The **HfS Hot Vendors** are an exclusive group of emerging players with a differentiated value proposition for the Digital **OneOffice** (Exhibit 1). HfS analysts speak with numerous exciting start-ups and emerging players. We designate a select group as the HfS Hot Vendors based on their offerings' distinctiveness, ecosystem robustness, client impact, financial position, and the impact in our OneOffice Framework. The HfS Hot Vendors may not have the scale and size to be featured in our Blueprint reports, but they have the vision and strategy to impact and disrupt the market.

Exhibit 1: The Digital OneOffice framework

## The HfS Digital OneOffice™ Framework

### The Customer Centric Digital Organization



### The Empowering Digital OneOffice

#### Digital Underbelly

- » Digitization & Automation of Processes
- » Cloudification and Security
- » Unification of Data

#### Intelligent Support Functions

- » Autonomous and Agile Working Culture
- » Inclusive Digital Mindset
- » Unification of Outcomes
- » LEAN & Design Thinking

#### Predictive Digital Insights

- » Predictive analytics
- » Cognitive AI Processes
- » Machine Learning
- » Blockchain and IoT

**Collaborative, Unified, Dynamic, Intelligent, Responsive, Simple**

Source: HfS Research, 2018



In the rapidly changing space of digital operations, enterprises realize they cannot be everything to everyone. Whether you are an enterprise consuming third-party services, a service provider, or a technology provider, you will need a smart ecosystem to succeed and survive the future. HfS Hot Vendors are service and technology providers hand-picked by our analysts to help you flesh out your smart ecosystem with offerings that solve today's complex business problems and exploit market opportunities. In this increasingly "me too" world, HfS Hot Vendors display truly differentiated offerings and out-of-the-box thinking that can be both inspiring and useful.

In this report, we profile five short-listed players (Exhibit 2) who have been designated as HfS Hot Vendors based on our rigorous **five-step assessment** over the course of Q2 2018. The HfS Hot Vendor designation for the following players will remain in place till the end of Q2 2019 (a period of one year), when the same process will be followed for renewing the HfS Hot Vendors designation.

**Exhibit 2: HfS Hot Vendors Q2 2018 Edition (In alphabetical order)**

*HfS Hot Vendor Designation valid for a period of 1 year from Q2 2018 – Q2 2019*



**Augury: Developing Predictive Maintenance Solutions for Commercial and Industrial Sectors**



**SocialCxN: Crowdsourcing and Automating Social Customer Engagement**



**Infinia ML: Applying decades of machine learning research to create real-world business impact**



**Quorum Software: Oil and gas industry expert providing digital transformation platforms to underpin the modern energy workplace to an industry desperately seeking new operating models**



**Tiger Analytics: Boutique analytics services firm fostering a learning culture for delivering machine learning**



## Infinia ML: Applying decades of machine learning research to create real-world business impact

Authors: **Reetika Fleming** (*bio*)

Infinia ML, an emerging machine learning (ML) specialist, is on a mission to link ML development to measurable business impact for its clients. With roots from Duke University, Infinia ML has made Durham, North Carolina its home to spearhead machine learning innovation in a region famous for its research universities. While the company is new, its experience, talent, and IP has earned it the HfS Hot Vendor tag.

Working across the machine learning development lifecycle, Infinia ML engages with clients to first prepare their data for ML consumption, develop advanced machine learning algorithms, and, finally, deploy solutions integrated into client environments. Data preparation for ML is often the biggest hurdle for enterprises; clients appreciate Infinia ML's guidance through this process to refine training data and test model efficiencies iteratively. Clearing the data hurdle frees the company to apply its core machine learning abilities to previously impossible data challenges.

Infinia ML is led by a distinguished leadership team with diverse and critical experience from the worlds of ML academic research, entrepreneurship, and business. Keeping Infinia ML's ties to Duke is Chief Scientist Lawrence Carin, vice provost of research at Duke, who has spent decades researching machine learning for various applications. The company's CEO is Robbie Allen, an experienced entrepreneur in the artificial intelligence field, who built his last company Automated Insights from the ground up. Mike Salvino serves as the executive chairman at Infinia ML, bringing business leadership and guidance from his former role as Group Chief Executive of Accenture Operations.

The Infinia ML team features 7 Ph.D.s and has produced 31 patents, 11 books, and over 575 published papers. One example of its focus on research and IP creation is the "Research Wednesday" program: every Wednesday is dedicated not to client work, but instead to ongoing research in the machine learning space. Clients attest to the company's dedication to research and innovation. A client in our research pointed out that they solely rely on Infinia ML's "expertise on the bleeding edge of machine learning." Examples of ML projects include:

- Natural language processing enabling greater scale in contract analysis for global legal services firm Axiom
- Improving the scope and speed of pay benchmarking for Korn Ferry, a global leader in talent management, by automatically matching clients' pay data with Korn Ferry's benchmark data
- Automatically identifying nerves in an ultrasound image produced by a handheld device from United Imaging Systems (Beijing), making it easier for doctors to perform surgery



- Detecting a cancer signal from a blood test rather than a high-risk biopsy for the company Oncocell
- Scanning images for anomalies that humans miss – helping prevent security breaches and product defects before they happen.

### **HfS take**

Infinia ML's mission to spur machine learning talent creation on the east coast is a noble and logical one, especially considering the acute ML talent gap in the United States. Duke University, University of North Carolina (UNC), and North Carolina State will provide a steady stream of future machine learning talent. Infinia ML's ongoing academic engagements will ensure that curriculum development reflects its advancements in practical and commercial applications of ML. The next step for the company will be further building out its library of reusable ML assets and homing in on possible industry-specific specializations as it gains more experience and grows its team. Overall, Infinia ML brings a fresh, no-nonsense approach to how enterprises need to think about ML development. The leadership team fiercely guides clients away from conducting mere "science experiments", and instead refocuses efforts around building business value—growing revenues and driving down costs. This is what will ultimately differentiate the company and help it build further mindshare and credibility with its growing clientele.

### **Vendor Factsheet**

- Founded in 2017
- Executives include CEO Robbie Allen, Chief Scientist Lawrence Carin, Ph.D., and Executive Chairman Mike Salvino
- Venture funding of \$10M by Carrick Capital Partners
- Based out of Raleigh-Durham, North Carolina
- Team of 20+ and growing rapidly
- Winner of the 2018 AI Breakthrough Award for Best Machine Learning Company

### **Industry Coverage**

Infinia ML is growing its client roster in industries ranging from healthcare to manufacturing, and business functions including human resources and legal services.



## Solution Portfolio

### Services

The Infinia ML Library is a collection of the team's acquired techniques, technologies, and experiences that enable it to deliver business impact. The Library's expanding catalog of over 65 entries including capabilities in natural language processing, recommendation engines, object detection, 3D image modelling, and anomaly detection. The company's work spans the three pillars of:

- Data preparation - Ensures client data is ready for machine learning, assessing whether it is properly accessible, sizable, useable, understandable, and maintainable
- ML development - Applying scientific knowledge of machine learning to client business challenges, by designing algorithms, building models and testing results
- ML deployment – Integrating solutions with clients' systems

### Partnerships

- University of North Carolina – Chapel Hill: CEO Robbie Allen is teaching an ML course at the UNC Kenan-Flagler Business School. In addition, the company itself has forged a partnership with the business school, the cornerstone of which will be a machine learning symposium for business and academic leaders.
- Duke University: Infinia ML has partnered with Duke's Pratt School of Engineering. Company leaders will lecture on machine learning and work with Duke startups to implement machine learning in their businesses.

## About HfS Research: Defining Future Business Operations

The HfS mission is to provide visionary insight into the major innovations impacting business operations: Automation, Artificial Intelligence, Blockchain, Internet of Things, Digital Business Models and Smart Analytics.

HfS defines and visualizes the future of business operations across key industries with its OneOffice™ Framework.

HfS influences the strategies of enterprise customers, to help them develop OneOffice backbones to be competitive and to partner with capable services providers, technology suppliers, and third-party advisors. The "As-a-Service Economy" and "OneOffice" are revolutionizing the industry.

Read more about HfS and our initiatives on [www.hfsresearch.com](http://www.hfsresearch.com) or follow @HfSResearch.