



From Sweden to Europe, Nordic AI Solutions Journey And Tips



About **Nordic AI Solutions**

Daniel Nowak, the visionary founder and CEO of Nordic AI Solutions (NAIS), boasts a diverse background spanning over 30 years in retail and IT. In 2022, he launched NAIS to introduce innovative AI solutions, particularly AI vending, to the Nordic region. His business is now rapidly expanding across Europe.

Why **AI Vending** for Entrepreneurship

“ I identified a significant gap in the market: the need for efficient, unattended retail solutions. Leveraging my extensive experience, I envisioned transforming IT from a mere operational platform into a revenue-generating tool for retail. This led me to explore AI vending as a means of providing seamless, efficient, and secure shopping experiences.

”



Why **Dynamic Computer Vision** AI Vending

Theft Prevention

The AI identifies each item taken out of the cabinet. When consumers close the door of the AI vending machine and leave, the items they take are automatically converted into transactions and billed to them. This serves as a natural theft prevention mechanism.

Higher Transaction Value

With AI vending, consumers can grab multiple items in one transaction, increasing the average transaction value. Moreover retailers can also offer a wide variety of products to sell in AI vending, such as meals, ice creams, fruits which other technologies don't support.

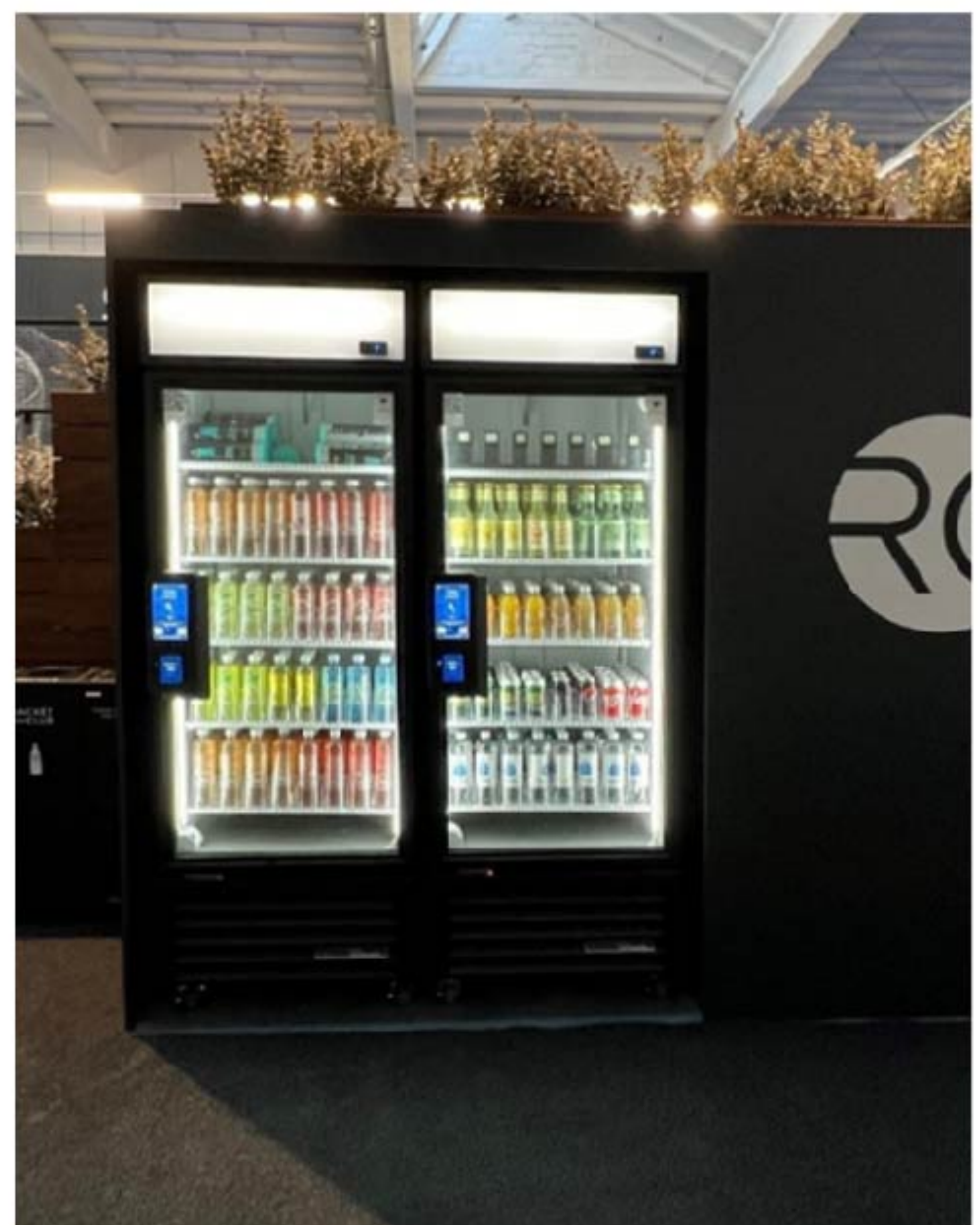
Reliable & Easy

RFID requires costly stickers, and weight sensors necessitate careful product placement. Additionally, RFID and weight systems can be affected by temperature variations within the cabinet. Dynamic Computer Vision system is simpler, faster, and more reliable to set up.



Superior Experience

Traditional mechanical vending machines take a long time for consumers to purchase a single product. In contrast, AI vending offers a seamless grab-and-go experience, allowing purchases in just seconds.



Why SandStar

Shared Vision

We all believe at SandStar that we can bring real innovations to retail. Unlike some others, just fancy words or presentation decks.

“ Our shared vision goes beyond buzzwords—we’re passionate about delivering real, practical innovations that transform retail. Together, we turn ideas into action, making a measurable difference for our partners and customers.”

Joint Efforts

One key element to success is never stopping the strive for improvement. Over the past years, we've had challenging conversations and pushed each other, but we've never stopped making things better.



Industrial Leader

SandStar's AI and computer vision technology is top-notch. High accuracy, an easy new product learning method, and privacy protection are features that give me peace of mind once we launch our systems into the market.

Tips for Adopting AI Vending

Be Patient

Sustainable profitability is a long-term goal. Initially, you might not see immediate returns, but with time and investment in quality and quantity, substantial financial gains will follow.



Be Transparent

Always maintain openness with partners, customers, and consumers. Trust is crucial, especially with new technologies. Be transparent and honestly communicate both benefits and potential challenges to build long-term trust.

Trustworthy Partners

Facing difficulties with new technology is normal. Having reliable partners allows you to collaborate effectively and overcome challenges together. The mutual constructive feedback between both sides will ultimately result in a better and more competitive solution in the market.

For Future Plan

“ I am poised to expand NAIS's presence beyond the Nordic region, targeting the UK and other European markets. I am developing partnerships with major companies and exploring innovative applications, such as vending solutions for golf clubs. Continuing my collaboration with SandStar, I aim to introduce even more advanced systems across Europe, creating more value for the European retail industry.

”