



# Deep Learning Meets Big Data

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# Deep Learning

*É uma área da Computação Cognitiva que usa e desenvolve algoritmos que permitem modelar abstrações de alto nível em uma grande base de dados. Esses dados são processados em múltiplas camadas –por isso– “Deep Learning”.*



# Reconhecimento de objetos em tempo real



Source: "Delving Deep into Rectifiers:  
Surpassing Human-Level Performance on ImageNet Classification"  
Microsoft Research <http://arxiv.org/pdf/1502.01852v1.pdf>





# Descrição de Imagem



*two pizzas on  
the stove, one  
with mushrooms  
and the other  
with basil*

Fonte:  
[deeplearning.cs.toronto.edu/i2t](http://deeplearning.cs.toronto.edu/i2t)



# Descrição de Imagem



*huge crowd are  
gathered probably  
to demonstrate*

Fonte:  
[deeplearning.cs.toronto.edu/i2t](https://deeplearning.cs.toronto.edu/i2t)



# Aprendizado Dinâmico



Source: Playing Atari with deep reinforcement learning  
<https://www.cs.toronto.edu/~vmnih/docs/dqn.pdf>



**Before training**  
**peaceful swimming**



# Deep Learning

*Redes profundas são baseadas no aprendizado da representação de dados. Por exemplo, palavras são representadas por vetores de números reais.*



# Deep Learning

*Aprendizado pode ser supervisionado (classificação)  
ou não-supervisionado (análise de padrões).*

*Trabalha bem com dados estruturados e não estruturados*



# Deep Learning

*Camadas de características usam um procedimento que **não é projetado por pessoas**: elas são aprendidas usando um procedimento de aprendizado de propósito geral!*



# Neurônio





# O que aprende uma rede neuronal?



imagem  
original



cada ponto  
é avaliado

0.752	0.601	0.822
0.537	0.013	0.673
0.799	0.498	0.982

transformado num  
número entre 0 e 1



e reagrupados  
formam o vetor

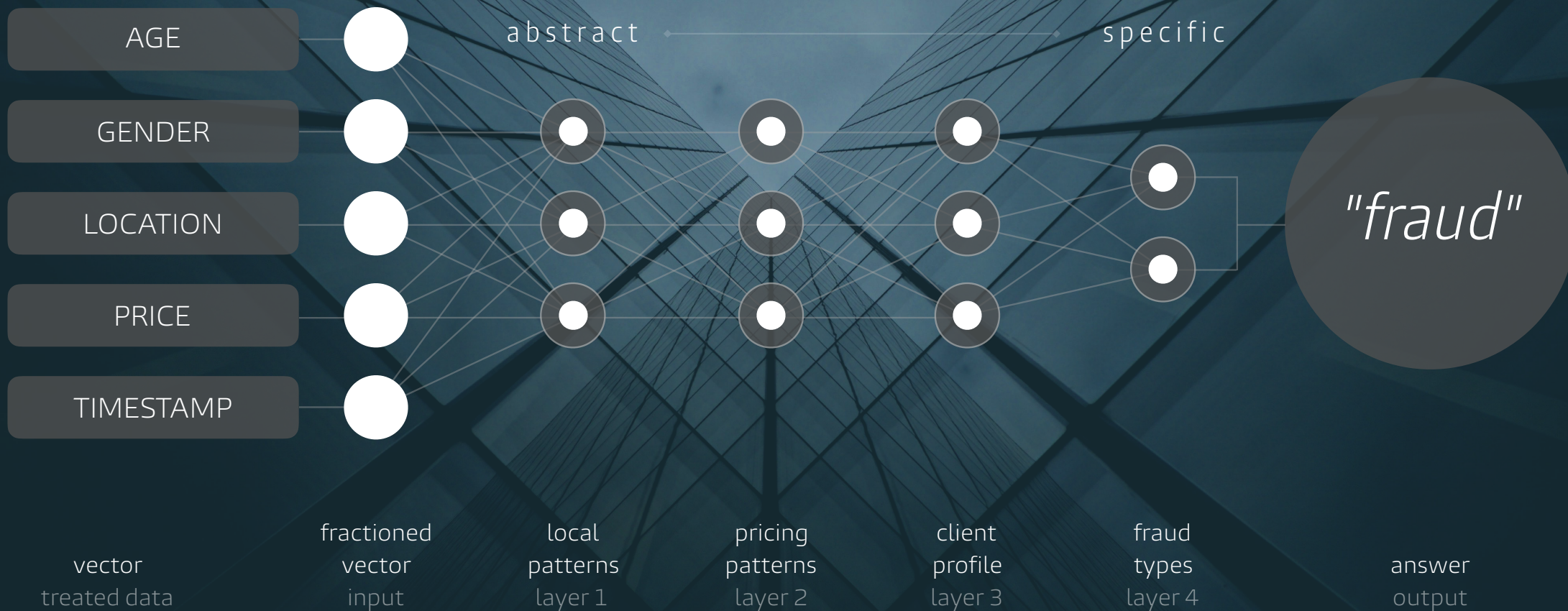


# O que aprende uma rede neuronal?

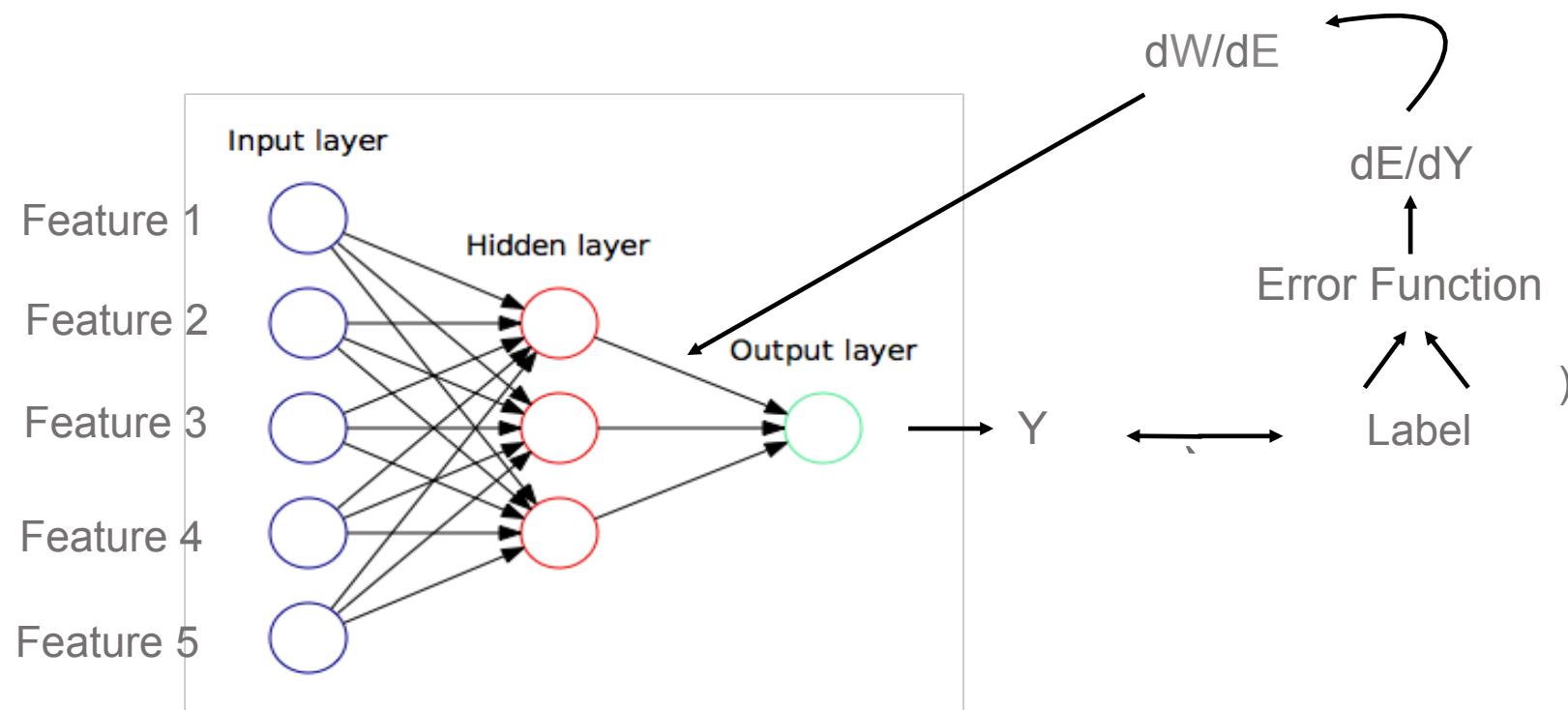




works the same way::fraud

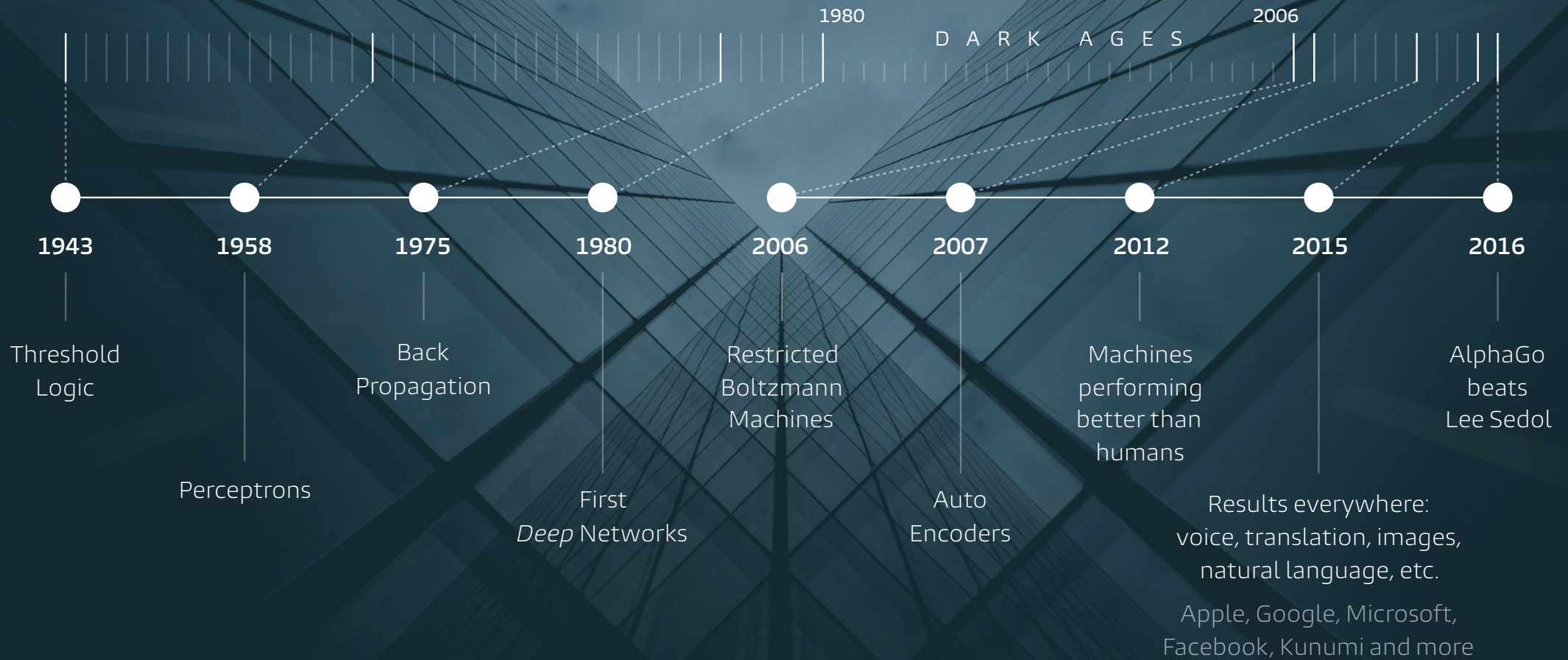


# Neural Networks: Training





# timeline





A photograph of two young boys with dark hair, shirtless, sitting at a table and carving pumpkins. They are both focused on their work. In front of them is a large white bowl filled with pumpkin seeds and pulp. The background shows a window with white curtains and a patterned cushion on a sofa. An orange semi-transparent banner with white text is overlaid in the center of the image.

Aprendizado não-supervisionado



# Aprendizado não-supervisionado

Dados → Treino





# Aprendizado não-supervisionado

Dados → Pré-treino





# Aprendizado não-supervisionado

Dados  $\longrightarrow$  Pré-treino

Dados  $\longrightarrow$  Ajuste Fino



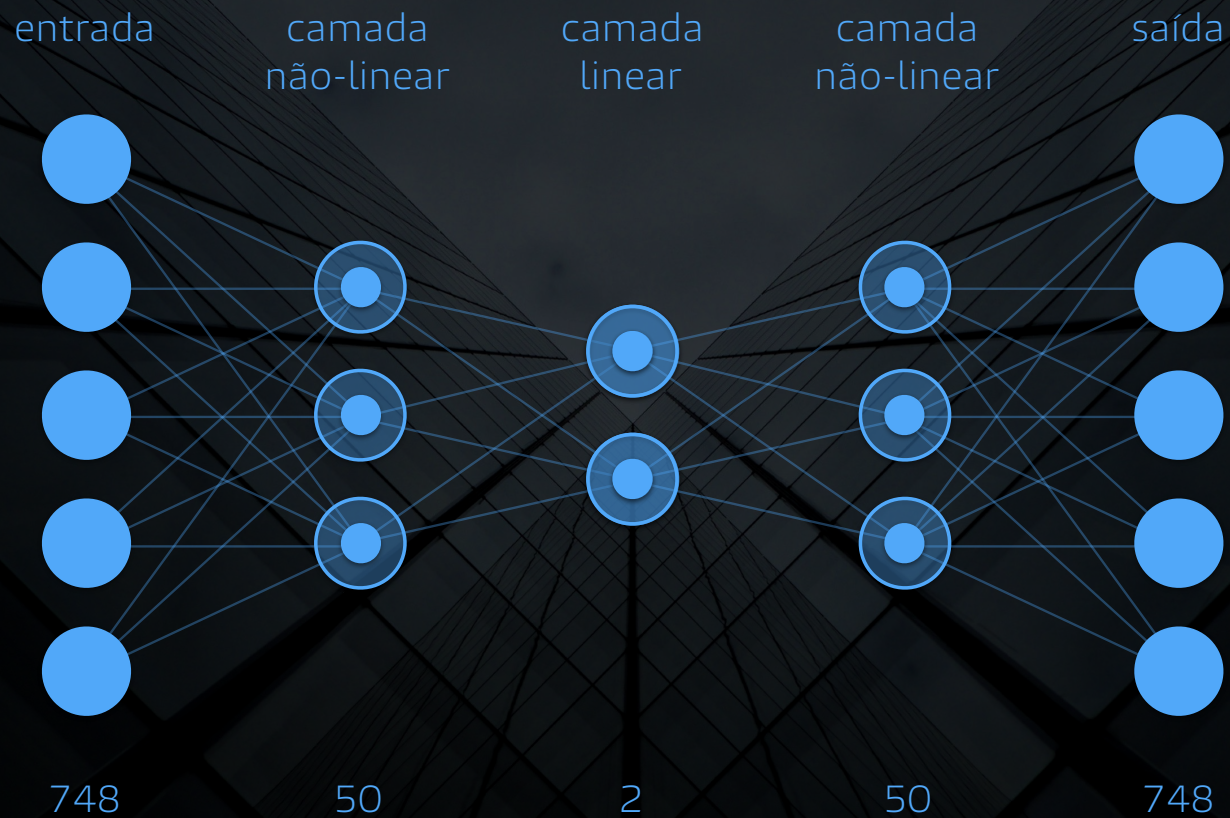
# Pré-treinamento





# Reconhecimento de escrita

6	1	9	4	2	5
7	8	7	1	3	0
0	7	2	4	8	0
8	4	5	3	0	7
6	9	8	4	5	8
7	7	3	6	8	2



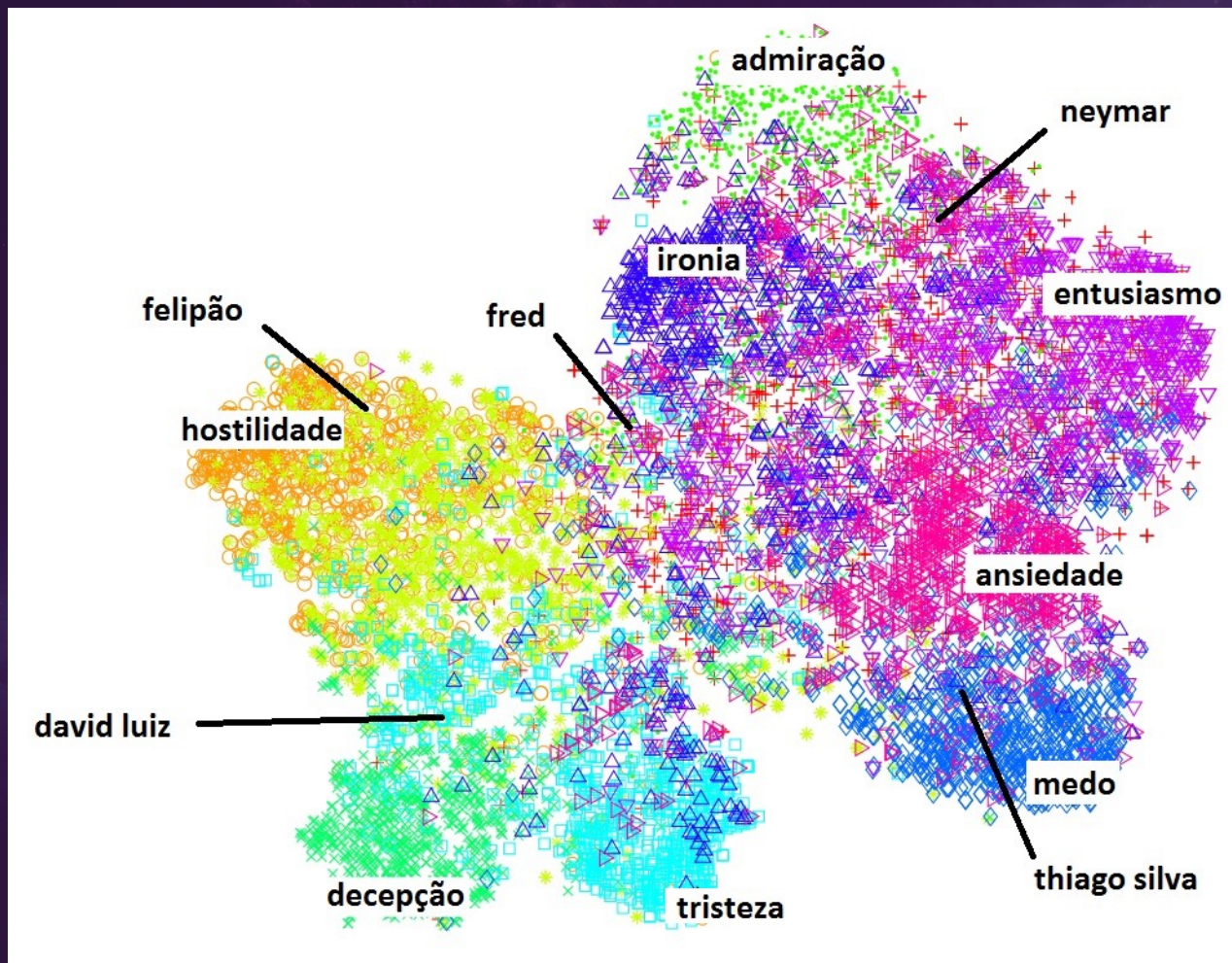
1	2	3
4	5	6
7	8	9







# Tweets Sobre Jogo Brasil-Alemanha





# Redução de Dimensionalidade

Vectoring

Autoencoder  
(training)

Autoencoder  
(reduction)

Clustering



# Maldição da Dimensionalidade

ID	Idade	Local	Gênero	Mês	Compras	Receita	Ticket Méd.	Filhos	T. na Base
1	45	BH	na	Mai	4	R\$ 500,00	R\$ 125,00	1	1
2	43	SP	M	Dez	4	R\$ 810,00	R\$ 202,50	0	0
3	38	SP	na	Fev	3	R\$ 675,00	R\$ 225,00	2	2
4	36	SP	na	Mai	4	R\$ 750,00	R\$ 250,00	2	2
5	38	SP	F	Out	2	R\$ 843,75	R\$ 312,50	0	0
6	41	RJ	M	Abr	4	R\$ 450,00	R\$ 125,00	3	3
7	37	SP	na	Jun	3	R\$ 675,00	R\$ 202,50	1	1
8	34	SP	F	Mai	2	R\$ 937,50	R\$ 225,00	1	1
9	26	BH	na	Mar	2	R\$ 450,00	R\$ 250,00	1	1
10	34	RJ	F	Ago	2	R\$ 450,00	R\$ 312,50	1	1
11	31	RJ	M	Jun	3	R\$ 562,50	R\$ 125,00	3	3
12	28	SP	F	Mar	3	R\$ 843,75	R\$ 202,50	2	2
13	38	BH	na	Set	2	R\$ 450,00	R\$ 225,00	0	0
14	37	RJ	na	Dez	3	R\$ 540,00	R\$ 250,00	1	1
15	27	SP	F	Ago	2	R\$ 625,00	R\$ 312,50	2	2



# Regras que geram o DB

ID	Idade	Local	Gênero	Mês	Compras	Receita	Ticket Méd.	Filhos	T. na Base
1	45								1
2	43								0
3	38								2
4	36								2
5	38								0
6	41								3
7	37								1
8	34								1
9	26								1
10	34								1
11	31								3
12	28								2
13	38								0
14	37								1
15	27	SP	F	Ago	2	R\$ 625,00	R\$ 312,50	2	2

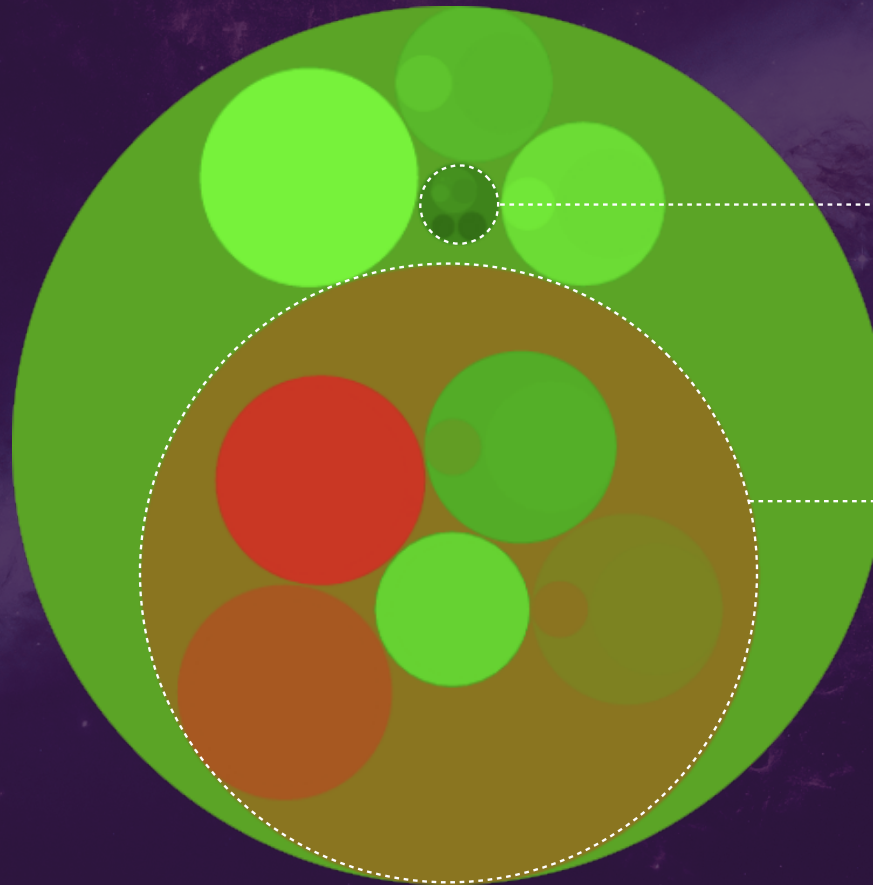
- **ID:** inteiro de 1 a 90,000
- **Idade:** random de 25 a 45 anos
- **Local:** random entre SP, RJ and BH
- **Gênero:** random [ F, M, na ], fem., masc. e not-available.
- **Mês:** random Jan a Dec
- **Filhos:** random entre 0 e 3
- **T. na Base:** tempo de cadastro (em meses, entre 1 e 120)
- **Compras:** Idade/10 (inteiro)
- **Ticket Méd:** Valor/Compras
- **Receita**
  - Começa com R\$ 500
  - Se Local for SP aumenta 50%
  - Se Gênero é F aumenta 25%
  - Se Mês é Dez aumenta 20%
  - Random entre 90% e 100%
  - Nada mais influencia a Receita



# Segmentação de Receita

## Segmentação Fatores latentes

- Mulher
- SP
- Dez
- Idade



### Mulheres, SP, Dez

- Receita: +75.39%
- Ticket M.: R\$ 378,60  
(+77,81%)

### Homens e NA, RJ e BH

- Receita: -11.35%
- Ticket M.: R\$ 188,90  
(-11,28%)
- Mês: Jun (+3.04%)

precise answers





Woman in São Paulo  
+75.39% revenue  
+71.88% avg. ticket  
(R\$ 378,60)

December

Man and "na", BH and RJ

Qual é o perfil do meu  
cliente mais rentável?

Mulheres em SP

+75.39% receita

+71.88% ticket médio  
(R\$ 378,60)

qual é o melhor mês  
para impactar este  
cliente com uma oferta,  
de acordo com a curva  
de venda?

Dezembro

e o perfil menos  
rentável?

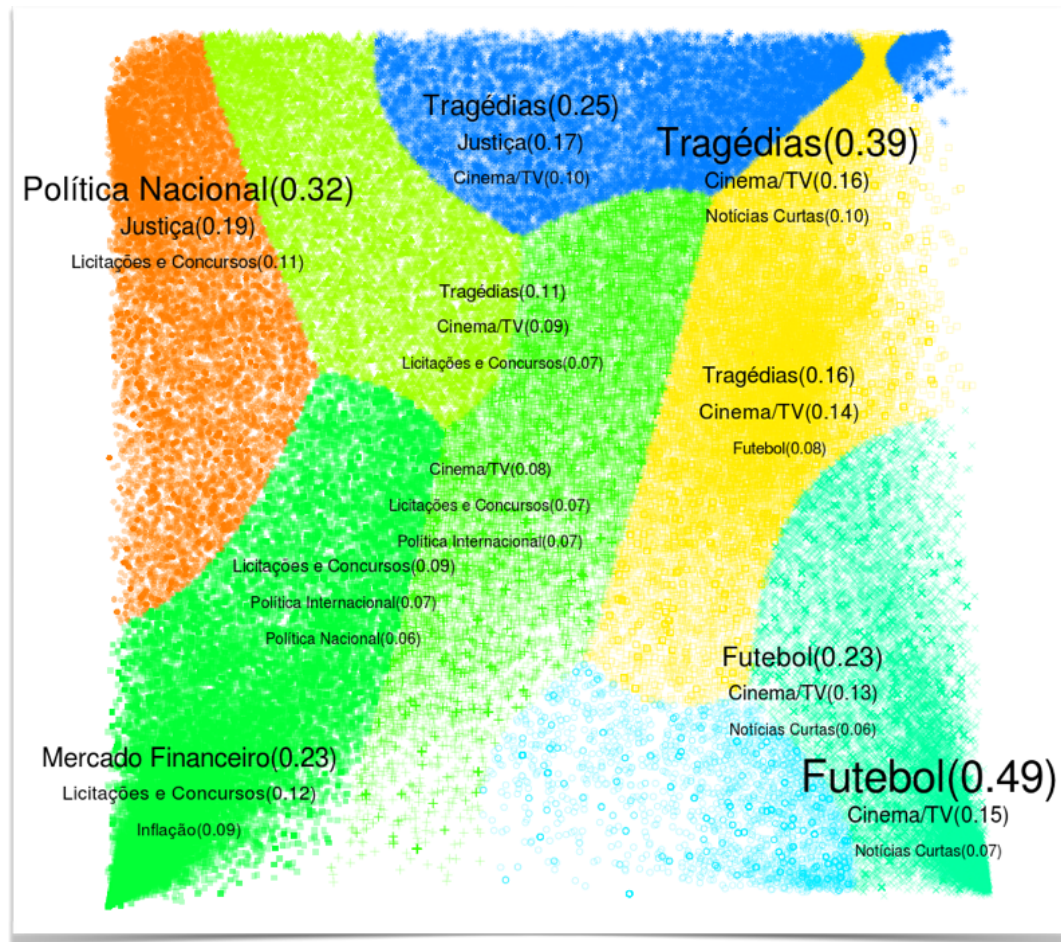
Homens e NA, BH e RJ

What's the profile of  
my most profitable client?

what's the best month to  
impact this client with a  
new offer, according to  
his/her sales curve?

what's the profile of my  
less profitable client?

# Dimensionality Reduction: Another Example

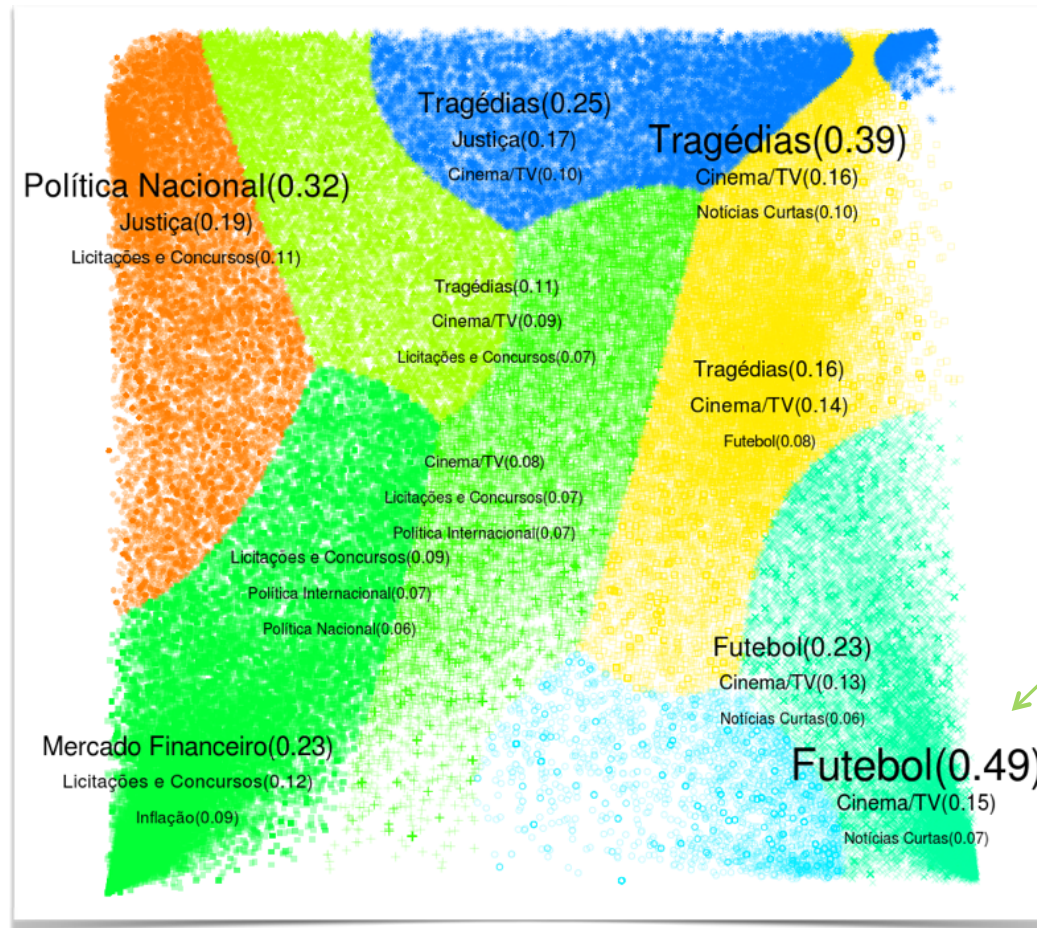


**3.2 million readers**

**Readers in a  
cluster have the  
same preferences**



# Dimensionality Reduction: Another Example

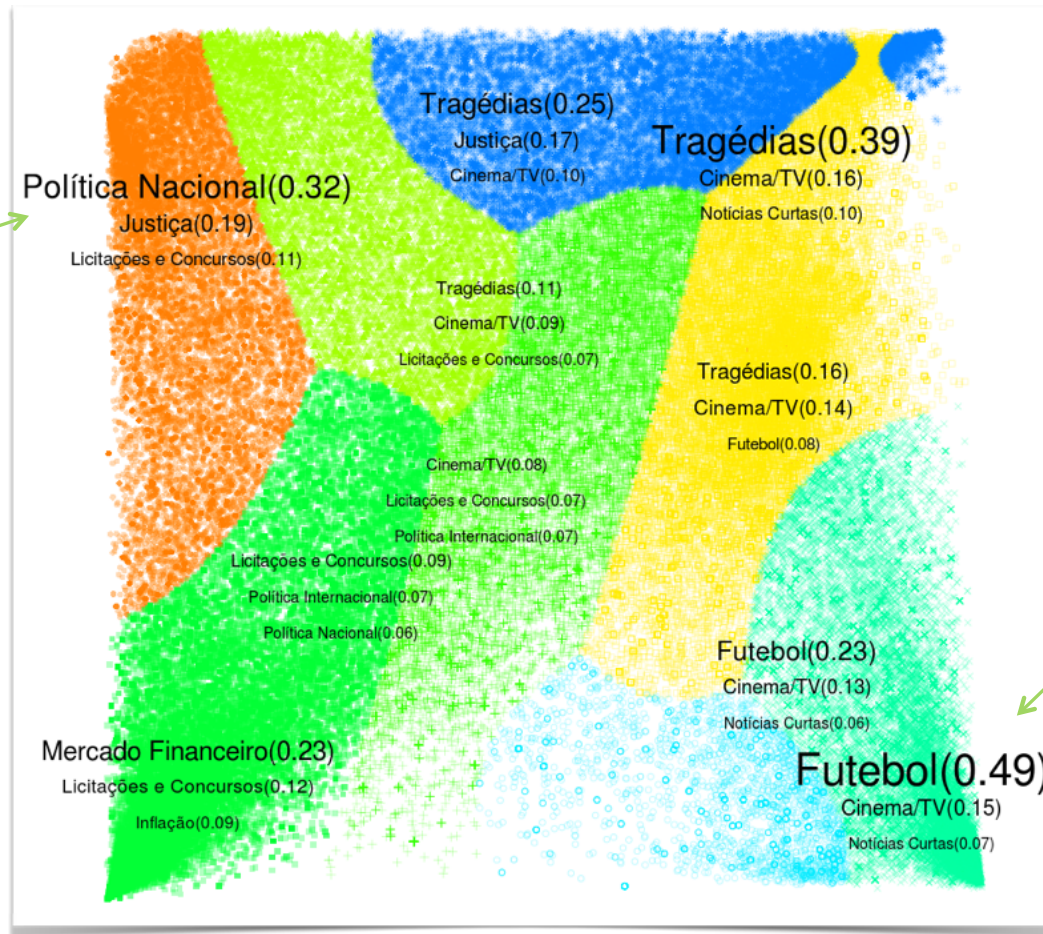


**Soccer 49%**  
**Cinema/TV 15%**  
**Short news 7%**

...

# Dimensionality Reduction: Another Example

**National  
politics 32%  
Justice 19%  
Bidding and  
contests 11%**



**Soccer 49%  
Cinema/TV 15%  
Short news 7%  
...**



# kunumi platform

## data

Web, SQL, CRM,  
ERP, Spreadsheets  
(Excel, Google)

## model

Deep Learning  
algorithms for  
structured and semi-  
structured data analysis

## system

pattern recognition  
systems for data  
segmentation, trend  
detection and risk  
analysis

## APIs

integration with  
enterprise systems  
(BI, Marketing, HR,  
Supply Chain, etc)

## Some References

Hochreiter, S. & Schmidhuber, J. Long short-term memory. *Neural Comput.* 9, 1735–1780 (1997).

**Introduces LSTM recurrent networks, a crucial ingredient because they are good at learning long-range dependencies.**

Bengio, Y., Ducharme, R. & Vincent, P. A neural probabilistic language model. In *Proc. Advances in Neural Information Processing Systems 13* 932–938 (2001).

**Neural language models, which learn to convert a word symbol into a word vector or word embedding composed of learned semantic features to predict the next word in a sequence.**

Hinton, G.E., Osindero, S. & Teh, Y.-W. A fast learning algorithm for deep belief nets. *Neural Comp.* 18, 1527–1554 (2006).

**Novel way of training very deep neural networks by pre-training one hidden layer at a time using unsupervised learning for restricted Boltzmann machi.**



## Some References

Bengio, Y., Lamblin, P., Popovici, D. & Larochelle, H. Greedy layer-wise training of deep networks. In *Advances in Neural Info. Proces Systems 19* 153–160 (2006).  
**Previous ref. improves performance on test data and generalizes the method to other unsupervised techniques, e.g. auto-encoders.**

Glorot, X., Bordes, A. & Bengio, Y. Deep sparse rectifier neural networks. In *14th International Conf. on Artificial Intelligence and Statistics* 315–323 (2011).  
**Supervised training of very deep neural networks is much faster if the hidden layers are composed of ReLU.**

Hinton, G. *et al.* Deep neural networks for acoustic modeling in speech recognition. *IEEE Signal Processing Magazine* 29, 82–97 (2012).  
**Joint paper from speech recognition labs, deep learning on phonetic classification for automatic speech recognition, first major industrial application.**

## Some References

Sutskever, I. Vinyals, O. & Le. Q. V. Sequence to sequence learning with neural networks. In *Proc. Advances in Neural Information Processing Systems 27*, 3104–3112 (2014).

**Machine translation results with a recurrent network trained to read a sentence in one language, produce a semantic representation of its meaning, and generate a translation in another language.**

**LeCun, Y., Bengio, Y & Hinton, G. Deep Learning, *Nature* 521, 436—444 (2015).**





## Some References

Gartner lista 10 tendências tecnológicas de alto impacto para 2016:

<http://idgnow.com.br/ti-corporativa/2015/10/26/10-tendencias-tecnologicas-de-alto-impacto-para-2016-segundo-a-gartner/>

Yan LeCun - Impressive demonstration of Facebook's AI:

[https://www.youtube.com/watch?v=U\\_Wgc1JOsBk](https://www.youtube.com/watch?v=U_Wgc1JOsBk)





# Conclusions

- Deep learning allows models composed of multiple processing layers to learn representations of data with multiple levels of abstraction
  - Improved the state-of-the-art in speech recognition, visual object recognition, object detection, drug discovery, etc.
  - Discovers intricate structure in large data sets by using backpropagation to change its internal parameters used to compute the representation in each layer from the representation in previous layer
  - Deep convolutional nets presented breakthroughs in processing images, video, speech and audio
  - Recurrent nets are recently improving sequential data such as text and speech
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## Kunumi

### • **Portfolio of services:**

- Predictive analysis
- Business insights
- Big Data Engineering

### • **Solve business problems in areas:**

- Demand forecast
- Customer segmentation and targeting
- Campaign optimisation & effectiveness
- Inventory planning
- Social media insights
- Etc.