







YOUR PARTNER FOR OMNI EDUCATION + CHANGE MANAGEMENT

POJECTS FIR





TRAINING 4

CERTIFICATION





## Omni Industry Events

#### **Upcoming SMARTER Strategy Events:**



#### **Upcoming JBPx Retailer Events:**



#### **Upcoming FUTURES Strategy Events:**



#### **Monthly Omni Podcast Series:**



	January										
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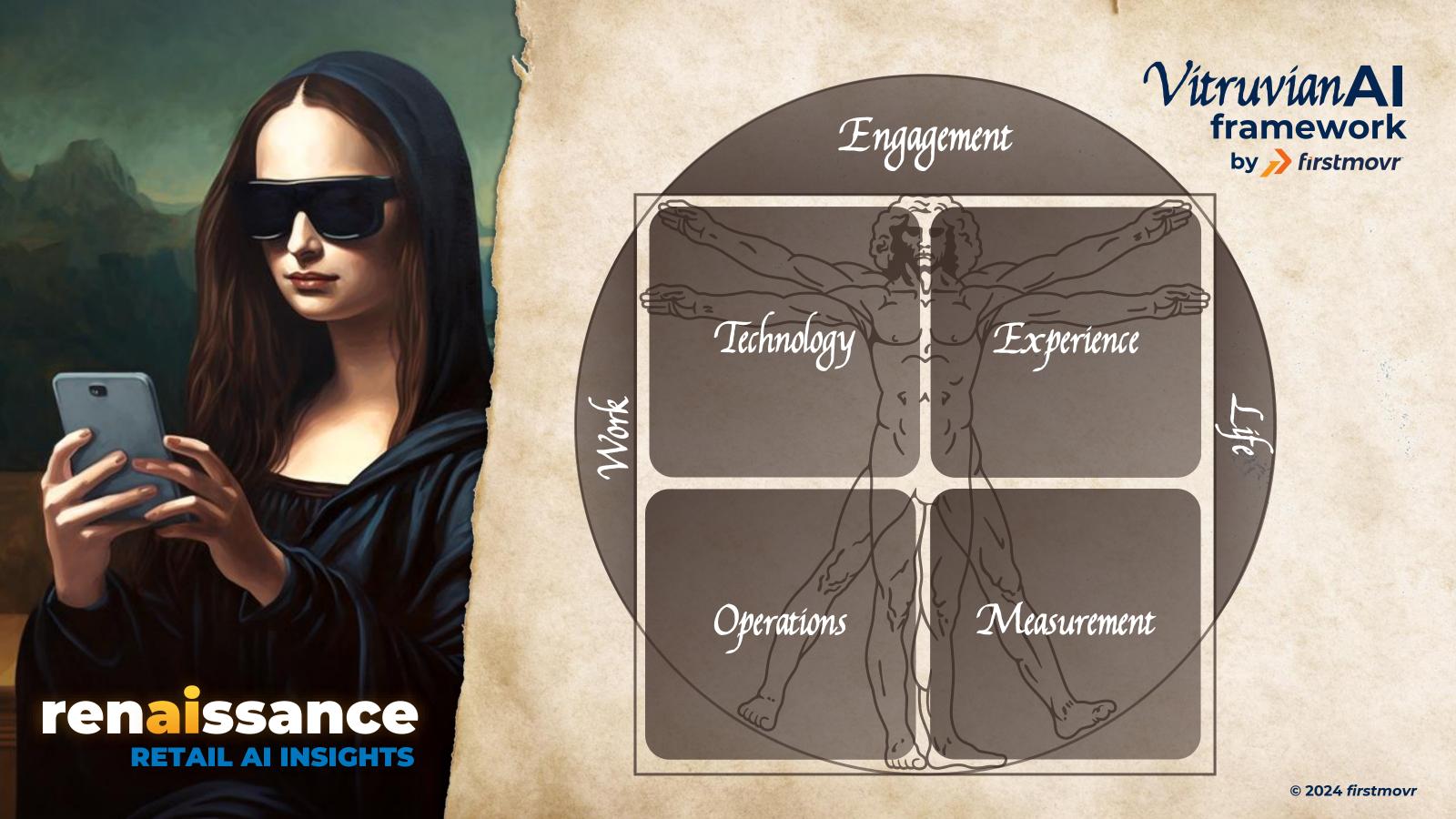
The certification program that tracks and celebrates continuous learning and next commerce leadership.

**Next Commerce Leadership Certification Levels:** 



Want to claim your torch™ badge?

Email torch@firstmovr.com



## Our Partners VIZIT

Elevating content creation, execution, and performance with Al





#### Conceptualization & Inspiration

Analyze imagery from any category on the internet to gain insight into what inspires your audience.



#### **Creation & Testing**

Immediately understand the effectiveness of different design and imagery for any global audience.



## Optimization & Syndication

Flight the most impactful content across channels to ensure every consumer touchpoint is engaging.



## Analytics & Monitoring

Understand seasonal shifts in consumer sentiment, category movement, and competitive strategy.



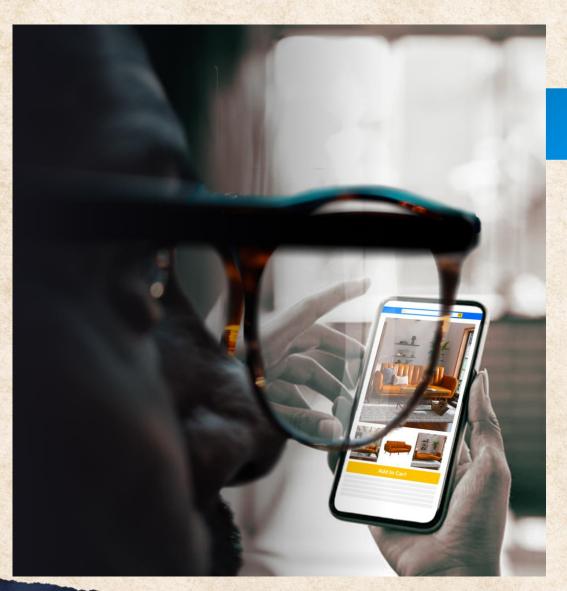




Insights for Creating Better Images

#### Role of Visual Content

Insights for creating better images



Visual content is one of the most critical drivers of traffic, sales, and conversion – yet remains one of the least optimized elements of the shopper experience..

- **76%** of shoppers are compelled to click because of great product images
- 88% of consumers consider the product image the key element of the online shopping experience
- #1 Bad product content is the #1 reason that consumers don't convert online today



#### **Content Audience**

Insights for creating better images

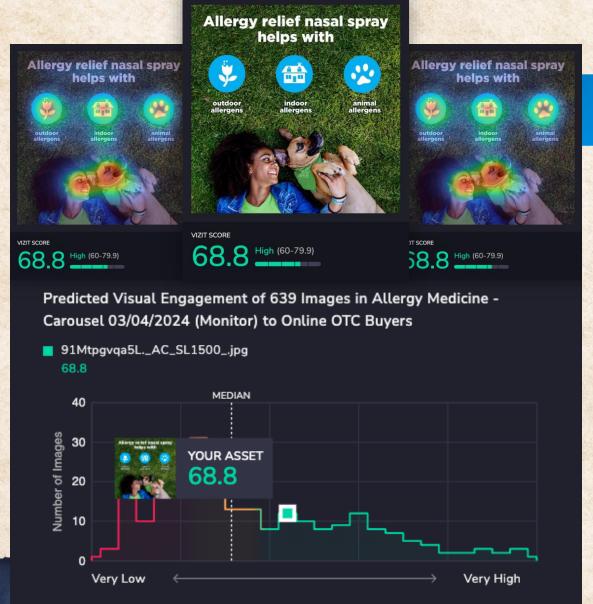


The most important aspect of image enhancement is **the intended audience** of the image. Everything we create has an intended audience – and these audiences have different preferences when it comes to the visuals they are attracted to and engaged by.



#### **Content Effectiveness**

#### Insights for creating better images

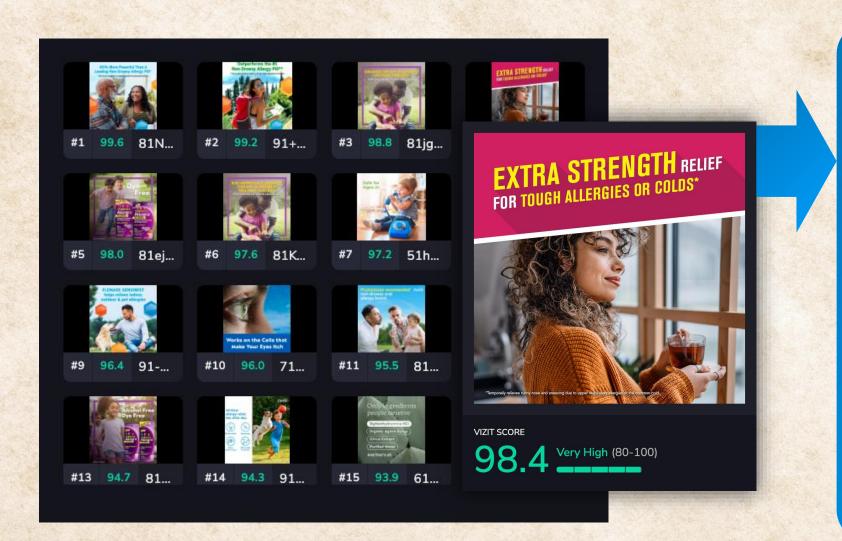


Based on the learned visual preferences of a consumer audience, we can now **measure any** given asset for effectiveness – or how likely it is to attract and engage an audience against their preferences. Because Al allows us to now do this on a very large scale, we can expand this learning to entire content categories (for example, top-searched OTC allergy medication on Amazon) and we can begin to understand visual trends that exist within a category when it comes to different image types, and even begin to develop datadriven visual content best practices.



#### **Content Category**

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A critical aspect of image enhancement is **the category** of content. Using a content category (like OTC allergy medication imagery for example) is important to allow you to surface points of comparison with competitive products, surface relevant visual trends, and understand category brand and product performance when it comes to visual content effectiveness.



## **Examples of Content Types**

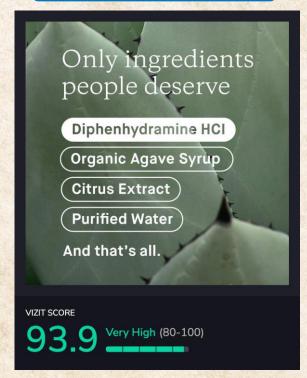
(emphasis will vary between content categories)

#### **Benefit Claim**



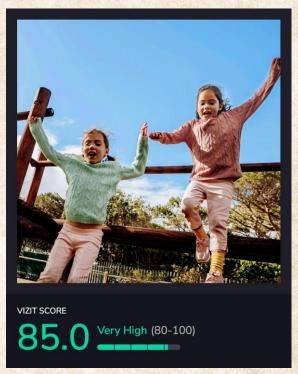
- Detailed information about the product emphasizing benefits
- Text, iconography, graphics, product placement, scenery can all be critical here

#### **Ingredients**



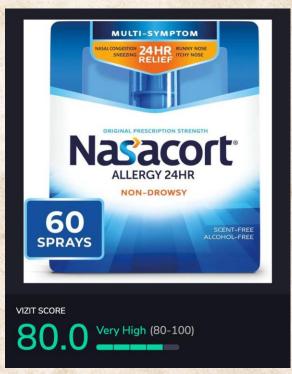
 Visually accentuate the core ingredients of the product while clearly communicating what those elements are

#### Lifestyle



- Allow the viewer to imagine themselves using the product by picturing it in their daily life or familiar scenarios
- Minimal/no text included

#### Hero Images

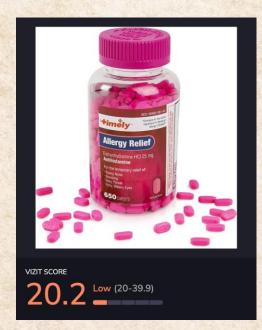


- Clearly visualize the product, include elements like badging to emphasize valuable volume, flavor, and quantity information
- Consider visibility on both mobile and desktop

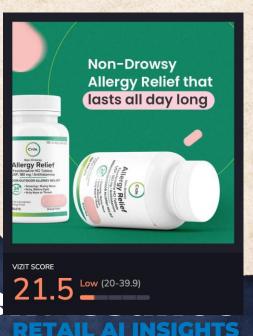


## Composition + Layout

Insights for creating better images









It is important to establish a clear hierarchy in images. The more confusing the visuals are, the more likely they will fail. Therefore, it is important to pay close attention to maintaining clarity and organization in visual compositions. Elements such as: text, images, textures, background colors, and such, can be used as hierarchy rulers.

### Iconography and Graphics

Insights for creating better images



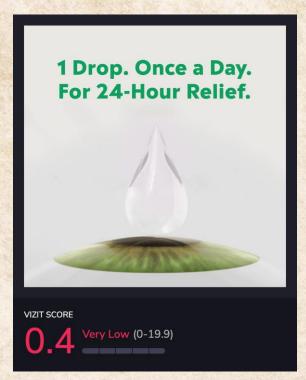


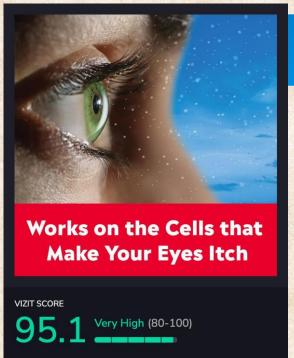
The inclusion and styling of iconography and graphics also make a critical impact on visual effectiveness. Subtle adjustments to iconography design and presentation can have significant effects on how consumers perceive your content.



#### Contrast

#### Insights for creating better images



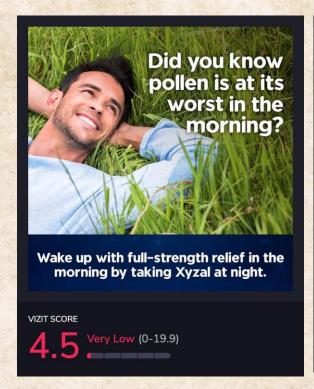


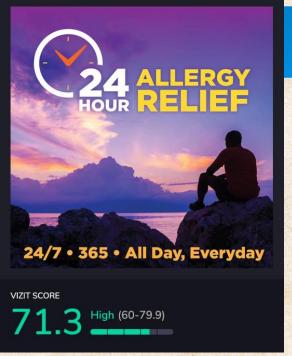
It's crucial for both objects and text within an image to contrast with each other effectively. This ensures readability of text and enhances the visual appeal of objects. Because sometimes text cannot be read because there is no contrast, or objects do not look good because the contrast is not successful even in monochromatic palettes. That's the reason why the use of shadows in the products and solid colors in fonts are important to achieve better scores.



#### Scenery

#### Insights for creating better images



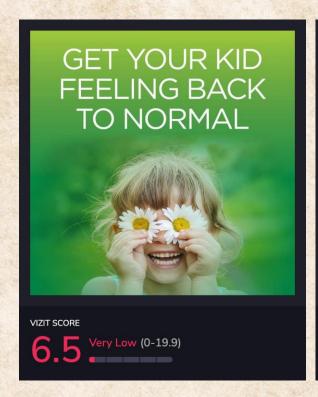


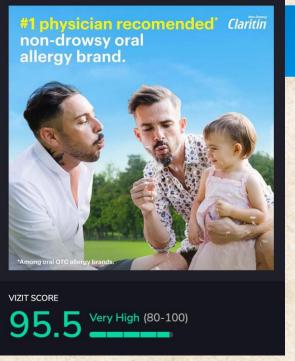
Scenery and background imagery can have a significant impact on visual content effectiveness based on the audiences preferences. It's important to understand what kind of scenes are relevant and compelling to a target audience before using them as major elements within creative content.



#### **Human Model Usage**

Insights for creating better images



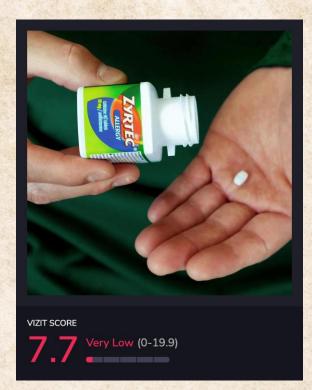


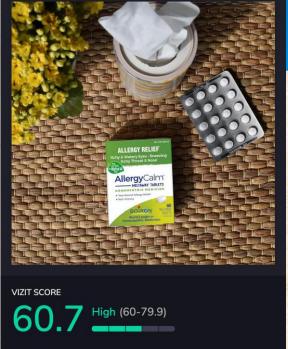
Much like scenery, human models used in informational and lifestyle content can have a significant impact on the impact of visual content with target audiences. Models should be well lit and placed intentionally within the content, and different configurations, placements, and poses should be tested to discover the optimal placement and usage for different target audiences.



### Cropping and Product Placement

Insights for creating better images





How you crop an image of a product and where that product is placed within an image is critical to how it is perceived. Often we see human faces and hands that are severely cropped, which result in lower scores and less effective product content for target audiences.



## Text styling, position, background

Insights for creating better images





The styling and positioning of your text content within imagery is essential not just for legibility, but to ensure the content is noticed and resonates with your intended audience. Poor contrast, and the use of some effects like background gradients, and intense shadow can diminish the impact of visual content that includes text.



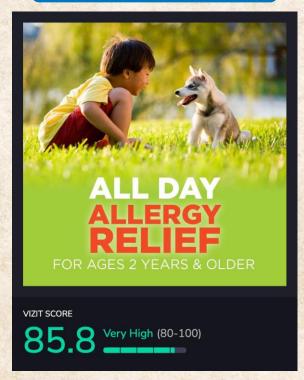
## There are many ways to create effective and impactful content

V1



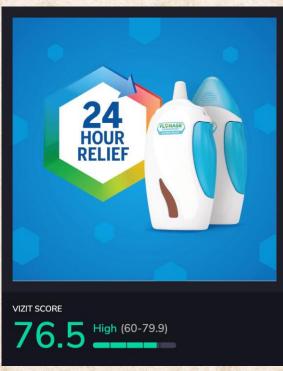
- This version includes humans in a social setting celebrating without the product.
- There are also some graphics and high-contrast text being used here.

**V2** 



- This version focuses on greenery and outdoor scenery
   even included a pet dog
- There is also a heavy text presence and no product visualization

**V3** 



 This version is much more product-focused and consists of a subtle background design along with the emphasized product and benefit badging





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#### OpenAl Introducing Sora, text-to-video model



OpenAI is launching a new videogeneration model, and it's called Sora. The AI company says Sora "can create realistic and imaginative scenes from text instructions." The text-to-video model allows users to create photorealistic videos up to a minute long — all based on prompts they've written.

Source

#### Midjourney Character Reference



Midjourney — a new feature that allows the user to create an AI person and then use them in different settings. It is a feature that users of AI image generators have been crying out for. "Character reference (Cref) works similarly to regular image prompts except it 'focuses' on the character trait," adds Holz.



#### The next generation of Claude



The Claude 3 model family was announced. It includes three state-of-the-art models: Haiku, Sonnet, and Opus. Each model offers increasingly powerful performance, allowing users to select the optimal balance of intelligence, speed, and cost for their specific application.

Source

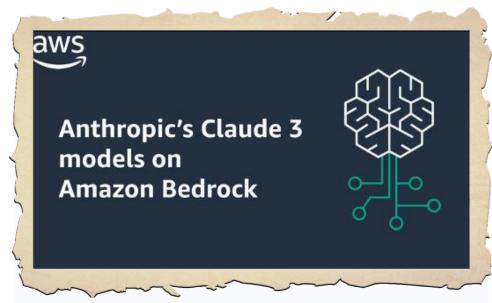
## Devin, the first Al software engineer



Devin is a tireless, skilled teammate, equally ready to build alongside you or independently complete tasks for you to review. With Devin, engineers can focus on more interesting problems and engineering teams can strive for more ambitious goals.



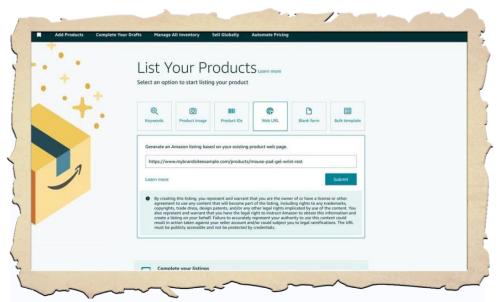
#### Amazon integrates newest 'Claude' models



Amazon is building on its \$4 billion investment into artificial intelligence (AI) developer Anthropic. The online giant's Amazon Web Services (AWS) hosted cloud services division is making the Anthropic Claude 3 portfolio of generative AI models available on its Amazon Bedrock proprietary AI platform.

Source

## Al to create product listings from URLs



Amazon equipped third-party sellers with advanced AI tools designed to streamline the creation and editing of product listings. Sellers can enter pieces of information like product titles, bullet points and descriptions in one step, and then have Amazon recommend product titles, descriptions and other details.



#### The Ray-Ban Meta Smart Glasses update



Meta launched software update Version 3.0, promising improved image and audio quality. Cameras receive low-light enhancements for sharper images and dynamic range in 'on-the-go captures'. An audio master control allows adjusting volume for music and voice commands via touchpad swiping.

Source

## Early Access program for Meta



The Early access program will be available to a limited number of Ray-Ban Meta smart glasses customers in the US. Participants will have the opportunity to provide valuable feedback that will help shape the future of smart glasses.



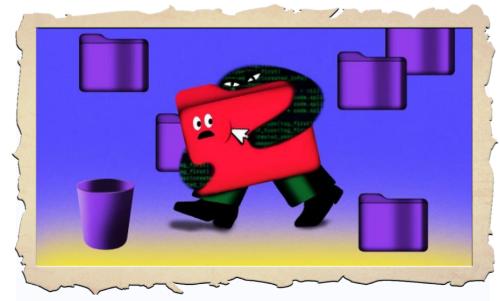
#### Perplexity Poised To Hit Unicorn Status



Perplexity AI is reportedly nearing completion of a funding round that will give the AI search startup a unicorn valuation of around \$1 billion. The Wall Street Journal reported that the deal is being finalized and the new valuation.

Source

#### Midjourney bans all Stability Al staffers



Midjourney says it has banned Stability Al staffers from using its service, accusing employees at the rival generative Al company of causing a systems outage earlier this month during an attempt to scrape Midjourney's data.



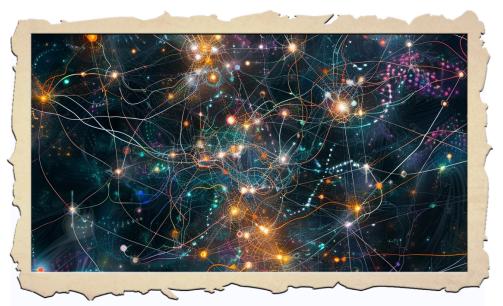
#### **OpenAl vs Elon Musk Soap Opera**



OpenAI said in a legal filing that despite Elon Musk's claims, there never was a "founding agreement" over nonprofit status and not keeping source code private. The Microsoft-backed company called Musk's case frivolous and said Musk himself supported a for-profit structure for OpenAI.

Source

#### Open Release of Grok-1



Grok-1 is a 314 billion parameter Mixture-of-Experts model trained from scratch by xAI. Base model trained on a large amount of text data, not fine-tuned for any particular task. It is a 314B parameter Mixture-of-Experts model with 25% of the weights active on a given token.



#### Nvidia unveils next-gen Blackwell GPUs



Nvidia unveiled its next-generation Blackwell graphics processing units (GPUs), which have 25 times better energy consumption and lower costs for tasks for Al processing. They promise exceptional performance gains with up to 30 times increase for LLM inference workloads.

Source

## 'GeminiPhone' to Fix Apple's and Google's Al Problems

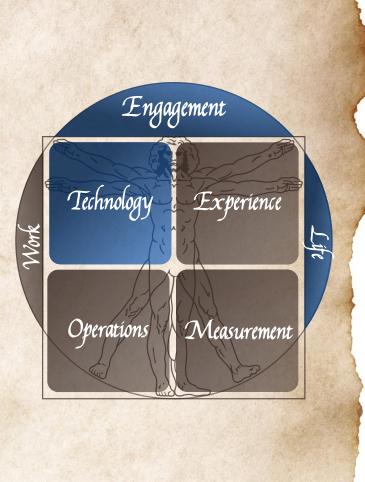


Investors doubt Apple's AI strategy, while Google's Gemini model faces ridicule. Talks of collaboration between the rivals to bring AI to iPhones could solve short-term challenges. Apple needs Google's AI, potentially altering their relationship dynamics. Investors anticipate positive outcomes from the partnership.



# Expectations

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## Things We're Waiting For

Frame Al Glasses by Brilliant Labs



Brilliant Labs' Frame Al glasses offer open-source augmented reality experiences.

Apple Worldwide Developers Conference



Apple is preparing to preview a new version of Siri with AI and a range of new capabilities. Apple to let Gemini power iPhone Al features



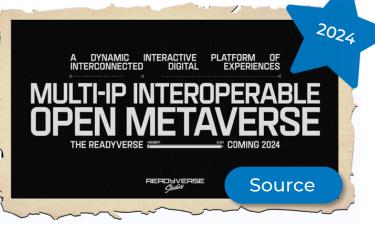
The negotiations are about licensing Gemini for some new features to the iPhone software.

GPT 5



Next generation GPT-5 model might launch in the summer of 2024.

**Readyverse Studios** 



Readyverse Studios is building the definitive destination for fans to explore their favorite stories & IP.





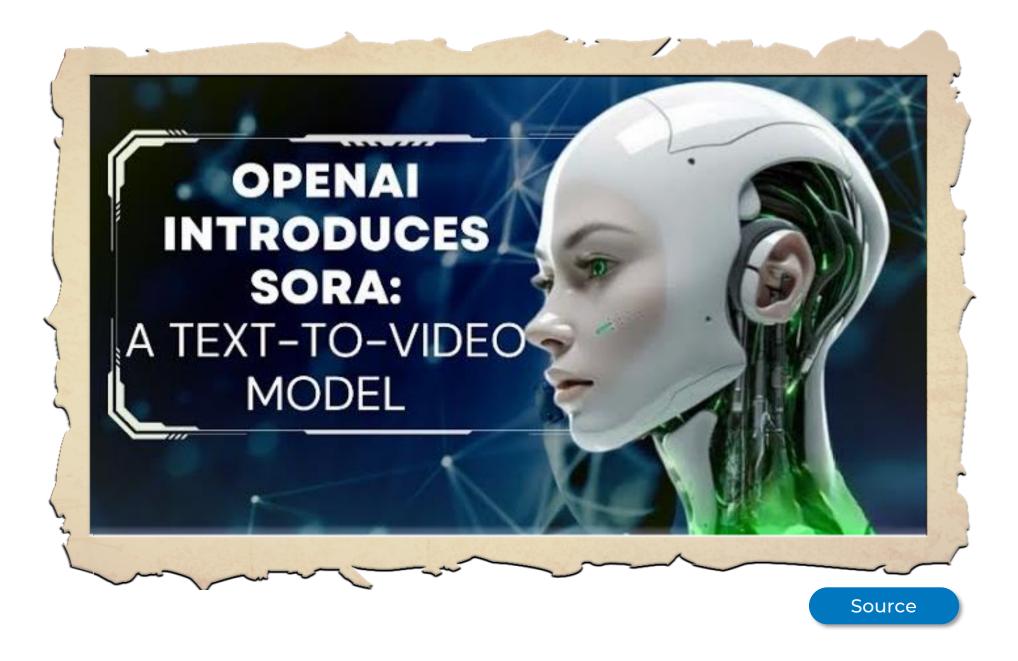
## Recommendations

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#### **Recommended Viewing**

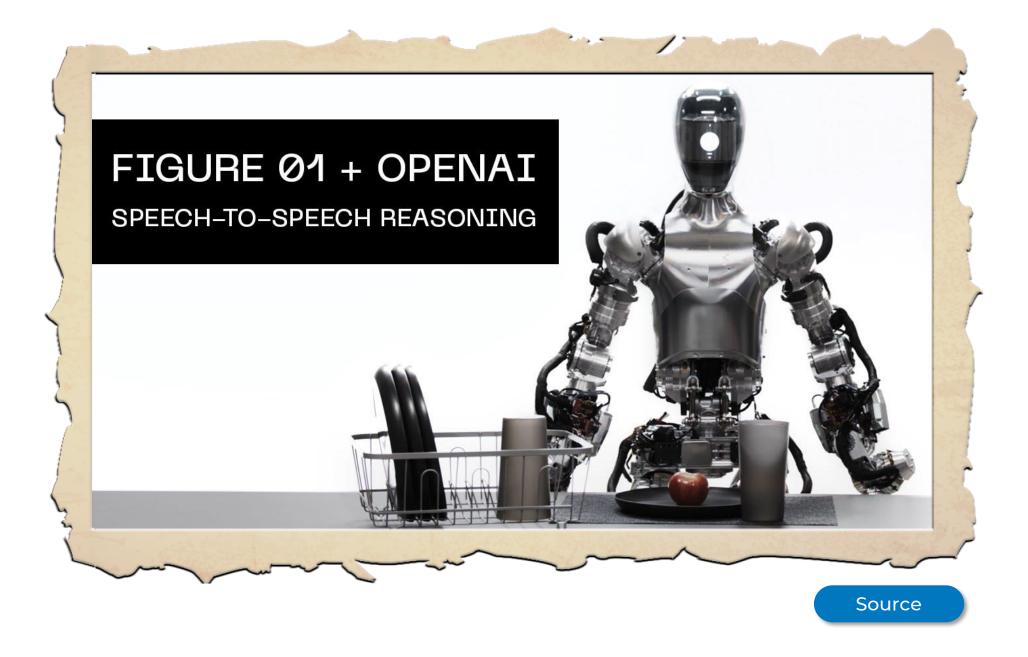
**Introducing Sora — OpenAl's text-to-video model** 

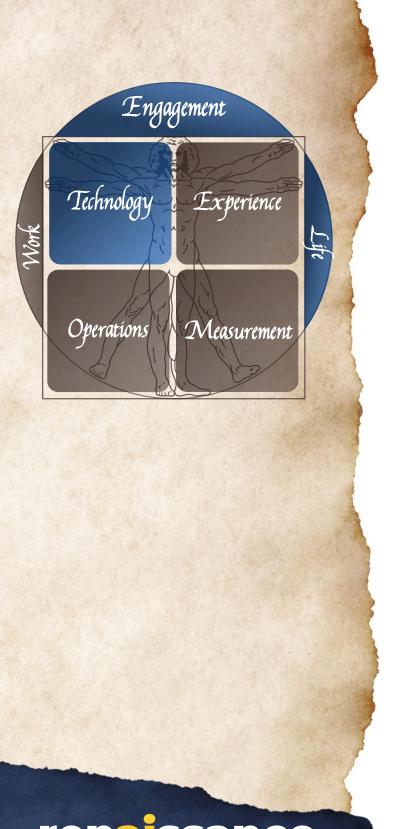




## Recommended Viewing

Figure Status Update - OpenAl Speech-to-Speech Reasoning

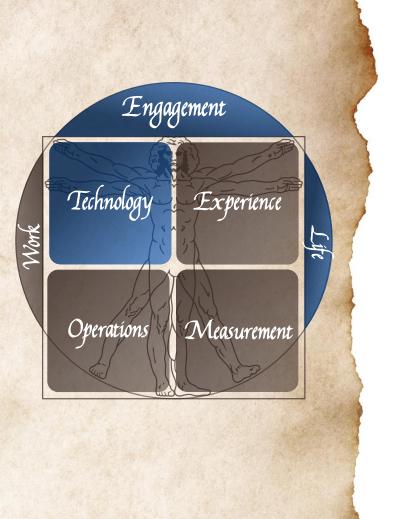




## Recommended Viewing

Smart glasses are the future, but who will get there first?





## Recommended Viewing

Sam Altman: OpenAI, GPT-5, Sora, Board Saga, Elon Musk, Ilya, Power & AGI | Lex Fridman Podcast

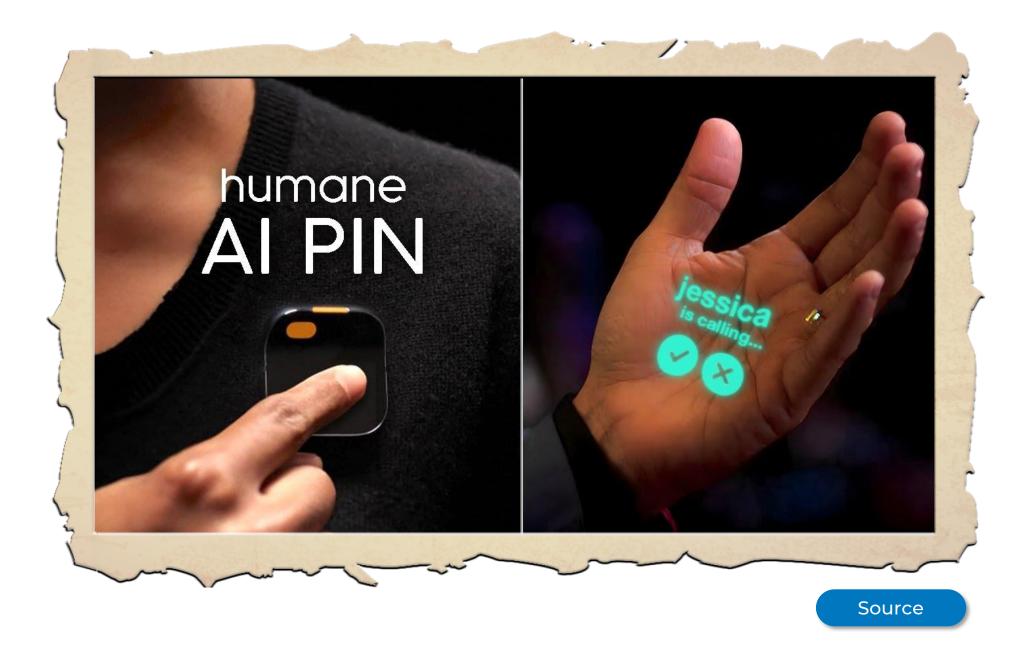


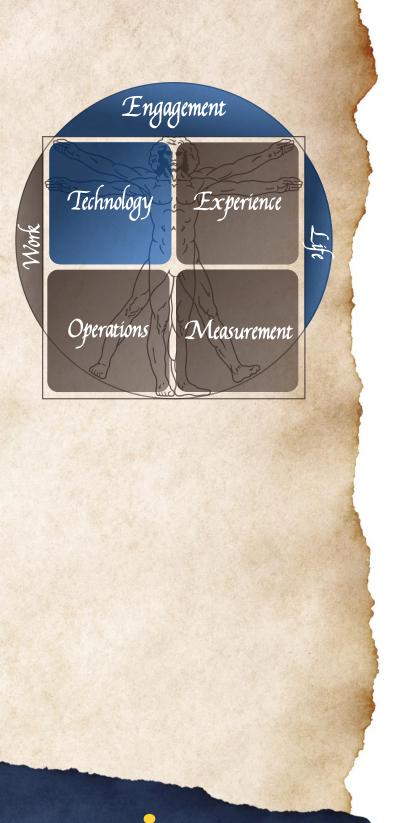


# Engagement Technology Experience Operations Measurement

## Recommended Viewing

What is Ai Pin?





## Recommended Viewing

State Of The iPhone: Ride Along w/ Joz & Friends at Apple Park





# Modality Update

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## "Build the table if APR would be with range 2.0% and 10%. How the monthly payment would change?"



2024 Highlander

APR Offer

4.99% 60

APR

mos

Applies to all trims Exp. 03/04/24 Starting MSRP \$39,2701

Get 4.99% APR for 60 months on a 2024 Highlander Qualified buyers can finance a new 2024 Highlander at 4.99% APR for 60 Months.





### Claude 3.0 Sonnet (Free)

To build the table showing how the monthly payment would change for the 2024 Highlander with an APR range of 2.0% to 10% over 60 months, I'll need to calculate the monthly payments for different APR values within that range.

#### Given information:

· Vehicle: 2024 Highlander

• Term: 60 months

Starting MSRP: \$39,270

Here's the table with monthly payments calculated for APRs from 2.0% to 10% in 1% increments:

APR Monthly Payment

2.0% \$698

3.0% \$715

4.0% \$733

5.0% \$751

6.0% \$769

7.0% \$788

8.0% \$807

9.0% \$826

10.0% \$846

As you can see, the monthly payment increases as the APR goes up, ranging from \$698 per month at 2.0% APR to \$846 per month at 10.0% APR for the 2024 Highlander with a \$39,270 MSRP financed over 60 months.



## Claude 3.0 Opus (Pro)

To calculate the monthly payments for different APR values ranging from 2.0% to 10.0%, I'll use the provided information:

- Vehicle price (MSRP): \$39,270
- . Loan term: 60 months

I'll assume the down payment is \$0 for simplicity and use the formula:

Monthly Payment =  $(P * r * (1 + r)^n) / ((1 + r)^n - 1)$ 

where P = loan amount, r = monthly interest rate, and n = number of months.

Here's a table with the results:

APR (%)| Monthly Interest Rate (%) | Monthly Payment (\$)

2.0	0.167	690.02
3.0	0.250	710.50
4.0	0.333	731.34
4.99	0.416	751.81
6.0	0.500	773.10
7.0	0.583	794.27
8.0	0.667	815.82
9.0	0.750	837.74
10.0	0.833	860.02

The monthly payment increases as the APR goes up. At 2.0% APR, the monthly payment would be \$690.02, while at 10.0% APR, it would be \$860.02.



## Summary

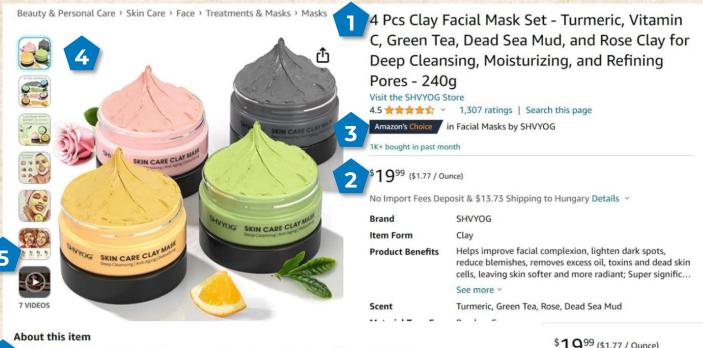
AI	VERSION	COMPANY (visual input)	MODALITY	CORRECT ANSWER	EXPLANATION	HUMOR/ PERSONALITY
<b>©</b> ChatGPT	4	OpenAl				
A\ Claude	3.0 Sonnet (Free)	Anthropic		×		
A\ Claude	3.0 Opus (Pro)	Anthropic		×		
Gemini Gemini	Ultra	Google		×		



## PDP Modality

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#### "Identify all the e-commerce elements of the product in this file and count how many pictures and videos are depicted. Show what you've found"



- [TRAVEL SIZE CLAY MASK SET] A super excellent clay mask for face with natural and safe ingredients for all skin types! Vitamin C Turmeric Face Mask, Green Tea Mask, Dead Sea Mud Mask and Rose Clay Mask 4 in 1 mud mask kit with beautiful packaging is a great gift for anyone and also be a self-care gift. 60g each bottle, 240g in total, this facial skin care product is a super great value for your purchase.
- [TURMERIC VITAMIN C CLAY MASK] This vitamin c face mask is natural, vegan and cruelty-free, so
  you can use them with confidence! Vitamin C has the ability to stimulate collagen production, which
  helps improve facial complexion and rejuvenate skin with a natural glow. The turmeric content in the
  mask helps to lighten dark spots, reduce blemishes, smooth out fine lines on the skin, and increase
  skin elasticity for a firmer look.
- [DEAD SEA MUD MASK] This beauty skin care face mask helps to cleanse the skin and provide a
  soothing sensation. Enriched with minerals and high quality dead sea mud, it helps to renew the skin
  and gently purifies and cleanses clogged pores. It removes excess oil, toxins and dead skin cells from
  the skin, leaving it softer and more radiant. Facial skin care is necessary for daily life and for best

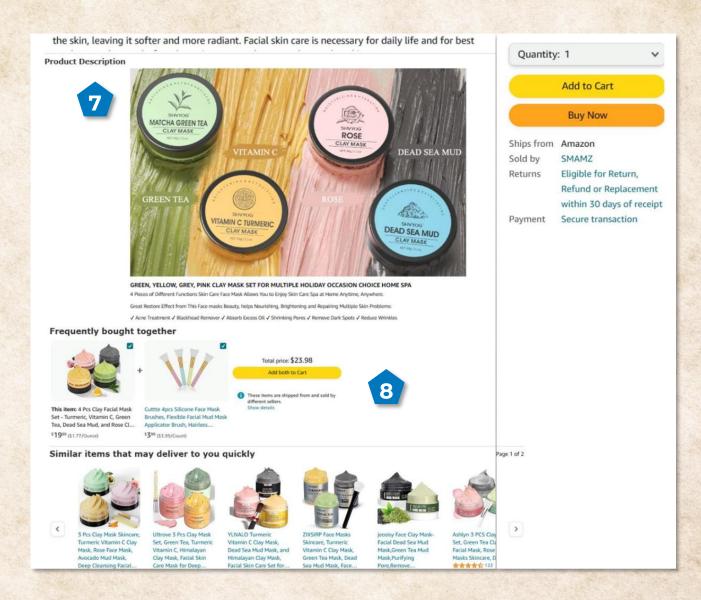
\$19<sup>99</sup> (\$1.77 / Ounce)

No Import Fees Deposit & \$13.73 Shipping to Hungary Details ~ Delivery Monday, April 8

Or fastest delivery Monday, March 25. Order within 4 hrs 38 mins

Deliver to Hungary

In Stock





#### **ChatGPT 4**



In the uploaded image, we see a product page that typically appears on an e-commerce website. Here are the e-commerce elements present:

- Product Title: 4 Pcs Clay Facial Mask Set Turmeric, Vitamin C, Green Tea, Dead Sea Mud, and Rose Clay for Deep Cleansing, Moisturizing, and Refining Pores - 240g.
- 2. Rating: The product has a rating of 4.5 stars out of 5.
- 3. Number of Ratings: There are 1,307 ratings for the product.
- 4. **Price Information**: The product is priced at \$19.99, with a unit price of \$1.77 per ounce. 2
- Import Fees Deposit Information: There is a note about no import fees deposit and additional shipping charges for delivery to Hungary.
- 6. Brand: SHVYOG.
- Item Form: Clay.
- Product Benefits: Improves facial complexion, lightens dark spots, helps blemishes, removes
  excess oil, toxins and dead skin cells, leaving skin softer and more radiant; includes superfood
  ingredients.
- 9. Scent: Turmeric, Green Tea, Rose, Dead Sea Mud.
- Shipping Information: Details on delivery dates and fastest delivery options.
- 11. Stock Information: The item is in stock.
- 12. Quantity Selector: Option to select the quantity of the product to purchase.
- 13. Add to Cart/Buy Now Buttons: For purchasing the product.

- 14. Vendor Information: Ships from and sold by "AMAZON SMAZ", and it shows that it's eligible for return, refund, or replacement within 30 days of receipt.
- 15. Security Transaction: Assurance of secure transaction.
- 16. About This Item: A detailed description of the product, its features, and benefits.
- 17. **Product Description**: Additional detailed information about the product. 7
- 18. Frequently Bought Together: Suggestion for other items commonly purchased with the product shown.
- 19. Similar Items: Suggestions for other similar items that might be of interest to the shopper.
- Add Both to Cart Button: An option to add both the main product and a frequently bought together item to the cart.
- 21. Product Images: Multiple images showing the different types of clay masks.
- Customer Questions & Answers: Section where potential buyers can ask questions about the product.

From what is visible in the image, there are **7 images** present: one main image and six smaller ones showing the various types of clay masks included in the set.

There are also references to **7 videos**, but these videos are not visible in the image; their presence is indicated by the video symbols and the count mentioned next to them.

These elements are designed to inform, entice, and facilitate the online shopping experience, providing customers with comprehensive information about the product and a straightforward way to make a purchase.



### Claude 3.0 Sonnet (Free)

Based on the image, I can identify the following e-commerce elements of the product:

- 1. Product name: "4 Pcs Clay Facial Mask Set Turmeric, Vitamin C, Green Tea, Dead Sea Mud, and Rose Clay for Deep Cleansing, Moisturizing, and Refining Pores 240g"
- 2. Brand name: SHVYOG
- 3. Product rating: 4.5 out of 5 stars from 1,307 ratings 3
- 4. Price: \$19.99 (before taxes and shipping)
- Product benefits/features: Helps improve facial complexion, lighten dark spots,
   reduce blemishes, remove excess oil, toxins and dead skin cells, leaving skin softer
   and more radiant.
- 6. Scent: Turmeric, Green Tea, Rose, Dead Sea Mud
- 7. Product description: Detailed information about each mask in the set and their benefits.
- 8. Frequently bought together: Shows a related product bundle. 8
- 9. Similar items: Shows visually similar product recommendations.

Additionally, there are 7 videos displayed on the product page, likely related to the product or its usage. 5

The image itself contains 5 pictures showing the different colored clay masks included in the set.



### Claude 3.0 Opus (Pro)

I've identified the following e-commerce elements in the product listing image:

- 1. Star rating and number of ratings (4.5 stars, 1,807 ratings)

- 2. Price (\$19.99) 2
- 3. No Import Fees Deposit & Shipping amount to Hungary
- 4. Brand (SHVYOG)
- 5. Item Form (Clay) 6
- 6. Product Benefits description 7
- 7. Scent description
- 8. "See more" link indicating more details available
- 9. In Stock status
- 10. Quantity selector
- 11. Add to Cart button
- 12. Buy Now button
- 13. Ships from location (Amazon)

- 14. Sold by seller (SHANZZ)
- 15. Return policy (Eligible for Return, Refund or Replacement within 30 days of receipt)
- 16. Payment (Secure transaction)
- 17. Frequently bought together section with total price



18. Similar items that may deliver to you quickly section

The image shows 4 pictures of the facial mask set in different colors.

It also shows 1 video demonstrating the product.





In total, there are 4 pictures and 1 video depicted on the product page.



#### **Gemini Ultra**



The image you sent is a screenshot of a product page on Amazon for a 4 Pcs Clay Facial Mask Set. Here are the e-commerce elements I found:

- Product title: 4 Pcs Clay Facial Mask Set Turmeric, Vitamin C, Green Tea, Dead Sea Mud, and Rose Clay for Deep Cleansing, Moisturizing, and Refining Pores -240g
- Brand: SHVYOG
- Price: \$19.99 (\$1.77/Ounce) 2
- Shipping: Free Shipping with Amazon Prime or \$13.73 shipping to Hungary
- Delivery: Delivery Monday, April 8 or fastest delivery Monday, March 25 (if ordered within 4 hrs 38 mins)
- Stock: In Stock
- · Quantity: 1 (with option to increase)
- Return policy: Eligible for Return, Refund or Replacement within 30 days of receipt
- Payment: Secure transaction through Amazon
- · Product description: A super excellent clay mask for face with natural and safe Ingredients for all skin types! This facial skin care product is a super great value for your purchase.

#### List of benefits:

- Helps improve facial complexion, lighten dark spots, reduce blemishes, removes excess oil, toxins and dead skin cells, leaving skin softer and more radiant.
- o Stimulate collagen production to improve facial complexion and rejuvenate skin with a natural glow.
- o Lighten dark spots, reduce blemishes, smooth out fine lines on the skin, and increase skin elasticity for a firmer look.
- o Cleanse the skin and provide a soothing sensation. It helps to renew the skin and gently purifies and cleanses clogged pores. It removes excess oil, toxins and dead skin cells from the skin, leaving it softer and more radiant.
- Scent: Turmeric, Green Tea, Rose, Dead Sea Mud
- Item Form: Clay
- · Amazon's Choice for Facial Masks by SHVYOG
- 1,307 ratings with an average rating of 4.5 stars 3
- "Frequently bought together" section with a link to similar items

The image contains 7 videos and and depicts several pictures of the product.





## Summary

Al	VERSION	COMPANY (visual input)	TITLE	PRICE	RATING	IMAGE COUNT	VIDEO COUNT	DESCRIPTON	BULLETS	PROMOTION
ChatGPT	4	OpenAl		•		•	•	but no details	but no details	
A\ Claude	3.0 (Sonnet)	Anthropic	•	•		×	•	but no details		
Al	3.0 Opus (Pro)	Anthropic	×	•	Yes, but incorrect review count	×	X	but no details	but no details	•
Gemini Gemini	Ultra	Google	•	•		×	•	•	•	•







## Al Pricing Plans

AI	INPUT LIMIT	OUTPUT LIMIT		
ChatGPT 3.5 (turbo-0125)	\$0.50 / million tokens	\$1.50 / million tokens		
ChatGPT 3.5 (turbo-instruct)	\$1.50 / million tokens	\$2.00 / million tokens		
ChatGPT 4	\$30 / million tokens	\$60 / million tokens		
ChatGPT 4 (32k)	\$60 / million tokens	\$120 / million tokens		
ChatGPT 4 Turbo	\$10 / million tokens	\$30 / million tokens		
Claude 3.0 Opus	\$15 / million tokens	\$75 / million tokens		
Claude 3.0 Sonnet	\$3 / million tokens	\$15 / million tokens		
Claude 3.0 Haiku	\$0.25 / million tokens	\$1.25 / million tokens		
Google Gemini 1.0 Pro with Vision	\$0.000125 per 1k characters \$0.0025 per image \$0.002 per second \$0.002 per second			
Google Gemini Advanced (with Ultra access)	Google hasn't released fixed public input/output pricing for this tier.			



## Al Pricing Plans

Al	INPUT LIMIT	OUTPUT LIMIT	MODALITY (Images)		
ChatGPT 3.5 (-turbo-0125)	In 384 tokens				
ChatGPT 3.5 (turbo-instruct)	4,096 t	×			
ChatGPT 4 (-0125-preview) (-1106-preview) 128,000 tokens					
ChatGPT 4 (-vision-preview)	128,000				
ChatGPT 4	8,192 t				
ChatGPT 4 (32k)	32,768				
Claude 3.0 Sonnet / Opus / Haiku	200K t				
Google Gemini 1.0 Pro	32,760	×			
Google Gemini 1.0 Pro with Vision	16,384 Max image size: No limit; N Max video length: 2 minute				
Google Gemini 1.0 Ultra / Ultra with Vision	8,192 tokens 2,048 tokens		× / •		
Google Gemini 1.5 Pro	1 million tokens for Max ima Max video fr				





## + there's more to come!

Register for our upcoming omnichannel summits!









