



Retail



Ingram Micro | Data Capture/POS Division

Why Sell Point of Sale (POS) Solutions Into Retail?

Today's retailers must drive down costs while simultaneously improving customer service. With data capture, a retail business can review its entire operation and make real-time inventory, pricing and operational-profit decisions enhanced by a POS-system cockpit view. Small and midsize businesses, in particular, lag in the adoption of automated data-capture solutions; they represent a particularly strong market for automatic-identification technologies and mobile computing solutions.

Why Partner With Ingram Micro for POS Technology?

Get a single, convenient source for high-quality POS solutions, as well as access to Ingram Micro's product line and services portfolio. Whether system requirements call for store-level registers, back-office workstations or enterprise-class servers for corporate offices, we can be the one-stop shop. Through our partnerships with leading manufacturers, we deliver the complementary technologies needed to build business and win a competitive advantage. Partner with Ingram Micro to capture the complete solution.

Market Specs:

- The retail market is expected to grow to \$9.3 billion by 2009.
- The electronic cash drawer (ECR) sector is declining (5-percent market-share decrease in 2005).
- 28 percent of systems refreshed in 2007.

Data Capture/POS Solutions

Ingram Micro provides a variety of retail solutions that include complete, all-in-one POS systems. Our top manufacturers offer retail software, monitors, retail-hardened PCs, receipt printers, PIN pads, mag-stripe readers and more.

Emerging Revenue Opportunities: The Mobile Retail Employee

Portable Data Terminals (PDTs) | Enable floor or back-office employees to quickly run inventory checks, obtain price verifications or product-check other store locations without having to return to the point of sale.

Mobile Printers | Employees can instantly print price changes to update labels on the store floor. Printing at the point of activity saves labor and improves accuracy for price marking, shelf labeling and discounting.

Price Change Labels and Shelf Labels | Use a wireless network to connect a mobile printing system with inventory and POS applications for accurate shelf-price audits and to instantly communicate price changes.

Mobile Computers | Cut queues and increase customer satisfaction with mobile computers and transaction systems that can check out customers, process payments and issue receipts, rain checks and return slips from almost anywhere.

Additional Revenue Opportunities

- Servers and data storage
- Networking equipment, both wired and wireless
- Security — physical, data, IP surveillance
- Unified threat management (UTM)
- Visitor-based networking (VBN) for hotspots
- VoIP
- Web sites
- Managed services (Ingram Micro Seismic)
- Software, in the form of OS, AV, applications, etc.
- Digital signage
- Price scanner/self help

Back Office (RFID Integration)

Introduce RFID into operations to automatically identify incoming-pallet items, create smart-shelf wireless shelf-monitoring applications, track and update inventory in real time, prevent back-room shrinkage and increase supply-chain visibility. This solution also seamlessly enables returns management, inter-store transfers and other shipments.

We partner with best-of-breed RFID manufacturers specializing in RFID scanners, printers, tags, readers and antennas.



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Other Ingram Micro Value-added Services

- Agency Express
- Demo Program
- Field Marketing
- IMSN
- Inside/Field Sales Support
- Managed Services
- Market Development Team
- Preconfigured AIDC and POS Bundles
- Seismic
- Technical Support Services
- Training Events
- Vertical Advisor

Resources

POS Market Development Managers

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Data Capture/POS Division Technical Support

(800) 876-4629 (option 2)

One Source. Complete Solutions.

Ingram Micro's Data Capture/POS Division enables profitable point-of-sale (POS) and auto-ID businesses for our channel partners. With the largest dedicated field-sales organization in the market, our partners have easy access to unmatched product breadth, precise logistics support and value-add services. Resellers, whether established data capture/POS VARs or those expanding into this market, can leverage the division's support to accelerate growth and extend relationships with their clients.

We deliver a comprehensive product line from the industry's top manufacturers, including Citizen, HP, Logic Controls, MagTek, Microsoft, Motorola, NCR, Planar Systems and Zebra. Customers receive expert support through regional sales and service offices as well as from our state-of-the-art product distribution centers across the United States and Canada.

Our customers gain ready access to Ingram Micro's expansive line card, featuring best-of-breed, complementary IT products. From computers, to wireless networks, to security, Ingram Micro's customers find a truly complete solution to enhance their AIDC, POS and mobile applications, establishing them as trusted advisors to their clients, and opening new business opportunities.

To find out how Ingram Micro works with manufacturer partners to provide complete retail solutions, visit dcpos.ingrammicro.com or call (800) 876-4629.

