

Research Products:

**IHL**

# Editorial Calendar

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**Current Research Agenda**

11/17/2015

Item	Description	Price Options	Date
<p><b>New Research:</b>  <b>Cloud POS: Why the time May Be Right</b></p>	<p>POS in the cloud used to be a laughable assertion, but not anymore. As retailers look to a single transaction system that supports online, mobile and store-based transactions, cloud POS and derivatives of such are becoming mainstream.</p> <p>In this research, we review the best practices, where it makes sense and where it doesn't. In the process, we discuss how the goals of retailers and an integrated system are being challenged with the rapid evolvement of payment technologies like EMV and mobile wallets such as Apple Pay.</p>	<ul style="list-style-type: none"> <li>• <i>Single User</i></li> <li>• <i>Enterprise</i></li> <li>• <i>Distribution</i></li> </ul>	<p>9/25/2015</p>
<p><b>New Research:</b>  <b>Mobile POS SW Share</b></p>	<p>Mobile POS Software is one of the fastest growing areas in retail technology, but it is not growing at the same speed in all retail segments or even by the size of retailers.</p> <p>This research tracks the installs and shipments of software licenses in Mobile POS instances. It reviews the smaller retailers (mom and pop's) that began the mobile POS trend and that are seeing tremendous technology disruption for traditional POS terminals. It also covers the forecast for the fast rise in adoption of mPOS in the enterprise retailers.</p>	<ul style="list-style-type: none"> <li>• <i>Enterprise</i></li> </ul>	<p>10/8/14</p>
<p><b>WorldView IT Spend Forecasting Model</b></p>	<p>Retail WorldView forecasts on over 300 categories of hardware, software, SaaS, services, and labor/overhead, IHL has developed the most comprehensive IT sizing model in the retail industry.</p> <p>Includes forecasts and growth rate for cloud solutions as well as sizing for categories such as mobile, EMV, Omnichannel, Supply Chain, Logistics, and Predictive Analytics.</p>	<ul style="list-style-type: none"> <li>• <i>Enterprise</i></li> </ul>	<p>10/15/14</p>

	<p>Don't base your forecasts only on internal projections! Get outside objective numbers. WorldView provides forecasts for Hardware, Software, SaaS, Services, and Labor/Overhead for the following Line of Business Categories:</p> <p>Store Systems  Commerce Solutions  Enterprise Accounting, Finance, and HR  Enterprise Application Development  Enterprise Collaboration  Infrastructure  Legal and Real Estate  Merchandise/Supply Chain Management  Sales and Marketing  Business Intelligence</p>		
<b>POS Hardware Share (WW)</b>	<p>This product provides shipments and installed base on a quarterly and annual basis for vendors such as Toshiba Global Commerce (IBM), NCR, HP, Wincor-Nixdorf, Fujitsu, Dell, Micros, Radiant, Digipos, and many others. It includes data on processors and operating systems historically and provides a forecast going forward. It is the only review of the POS market that includes the PC on Cash Drawer (PCOCD) market.</p> <p>This data is available annually or quarterly.</p>	<ul style="list-style-type: none"> <li>• <i>Enterprise</i></li> </ul>	11/15/14
<p><b>New Research:</b>  <b>The CMO Takes Over IT Spend</b></p>	<p>There has been a great deal of talk about the impact of the CMO and other business unit heads on the spending on IT technology. To this point, however, no one has tried to quantify how much that impact is in retail and hospitality. This study gets down to the nitty gritty details on the impact that the CMO is having, how big that is, and specifically what types of systems are involved. Then discusses the differences in how you sell to the CMO and how that is different from working through the CIO and CFO.</p>	<ul style="list-style-type: none"> <li>• <i>Pre-Order</i></li> <li>• <i>Single User</i></li> <li>• <i>Enterprise</i></li> <li>• <i>Distribution</i></li> </ul>	11/30/14
<b>Mobile POS HW Share (WW)</b>	<p>The move to mobile for associates is the single fastest adopting trend we have seen since the rush to get stores Internet-enabled. This research looks specifically at those mobile devices being used for POS functions. How big is this</p>	<ul style="list-style-type: none"> <li>• <i>Enterprise</i></li> </ul>	11/25/14

	<p>market? How fast is it growing? Which vendors are winning? What screen format should you write the software for? This research will tell you. This product provides shipments and installed base on a quarterly and annual basis for vendors such as Apple, Google, Motorola Solutions, Samsung, HP, Lenovo, Dell, Motion Computing, NEC and many others for use of mobile devices for POS, an area that is exploding in retail. It includes data on screen size formats and operating platforms. We distinguish between retail hardened devices and consumer grade devices. This is a very data intensive product and can go as deep as shipments by segment by region by operating system or screen size. Or the data can be purchased simply in aggregate by vendor worldwide/region. It includes historical data and projections forward for the next 6 quarters by vendor.</p> <p>This data is available annually or quarterly.</p>		
<p><b>New Research:</b>  <b>Inventory Distortion in OmniChannel World</b></p>	<p>Retailers historically rely upon their IT systems to tell them what their Out-of-Stock levels are. While this might be a satisfactory solution for the enterprise as a whole, it does not take into account the realities faced by retailers and consumers at the store level. A retailer's systems may cite a 6% Out-of-Stock level, but the consumer, having been in three of their stores before finding the item, sees an Out-of-Stock level that is often 3 or 4 times this figure. The difference is retail execution, ie, having the product available and accessible at the point of decision when the consumer wants to buy it. Anything else is a missed opportunity. Beyond just looking at empty shelves or the discount rack, this report brings clarity on the size of the problem that heretofore had been missing in the industry.</p>	<ul style="list-style-type: none"> <li>• <i>Pre Order</i></li> <li>• <i>Single Use</i></li> <li>• <i>Enterprise</i></li> <li>• <i>Distribution</i></li> </ul>	<p>12/15/14</p>
<p><b>New Research:</b>  <b>The Cost of EMV</b></p>	<p>There has been a lot of press around EMV, a great deal of angst, and a lot of misinformation. But what hasn't been talked about are the real costs to retailers and whether it makes sense for them to be the first to EMV upgrade. Is there a better way? What do vendors need to be concerned about? What is the impact on the performance? Why Chip and</p>	<ul style="list-style-type: none"> <li>• <i>Pre Order</i></li> <li>• <i>Single Use</i></li> <li>• <i>Enterprise</i></li> <li>• <i>Distribution</i></li> </ul>	<p>1/30/14</p>

	Signature rather than Chip and PIN? How does it affect mobile? This research will review these areas and make recommendations on how best to proceed.		
<b>2015 RIS News/IHL Store Systems Study</b>	From payment security to mobile engagement, if you simply watched or read the news, you would assume that the store is dead. eCommerce is everything....Not. Growing dramatically yes. But what is really happening is the transforming of the stores. As shipping and impatience brings everything into focus, consumers more and more want it in stock, and want it today. 2015 is a massive year for IT investment for retailers as they continue to transform the store and the complete Omnichannel experience for their customers.	<ul style="list-style-type: none"> <li>• <i>Single User</i></li> <li>• <i>Enterprise</i></li> </ul>	1/4/15
<b>New Research:</b> <b>The New Center of Retail IT – Order Management Systems</b>	Retail was once lived in silos. The ultimate silo was the POS register. Another is ecommerce which by its nature was originally set up as a silo to avoid the larger parent from interfering. Those days are long gone and the single largest trend in retail is the desire to get to single version of the truth, a single order management system. That is beginning to be the center of the retail universe. This research will look at this phenomenon and the impact on the stores, ship from store, and the entire organized ecosystem. We will explain the change in software ecosystem as well as the changes for POS, mobile and operations. Finally, this system can't do Retail 2018 all by itself. We will also show other systems that show great promise to bring the integrated retailer together.	<ul style="list-style-type: none"> <li>• <i>Pre-Order</i></li> <li>• <i>Single User</i></li> <li>• <i>Enterprise</i></li> <li>• <i>Distribution</i></li> </ul>	2/28/15
<b>2015 North American Retail POS Study</b>	<p>This study focuses on the North American Retail POS Terminals market for 2014-2019. It includes shipment, installed base and trends analyses of POS devices. The report is designed for use by POS Hardware and Software Providers, Maintenance Providers, Printer Manufacturers, EFT device vendors, Retailers and others who might have a vested interest in the North American Point-of-Sale Market.</p> <p>Additionally, the report covers emerging trends and influences that affected the market in 2014 and those that will help form market decisions in the future. It also includes estimated</p>	<ul style="list-style-type: none"> <li>• <i>Single User</i></li> <li>• <i>Enterprise</i></li> </ul>	3/15/15

	market value for shipments and installed base and a forecast for shipments and installed base through 2018.		
<b>2015 Asia/Pacific Retail POS Study</b>	<p>Our Asia/Pacific POS Market Study has 24 figures in 52 pages in which we explore the market climate for POS terminals in the Asia/Pacific region. It includes shipment, installed base and trends analyses for POS in Japan, China, India, Australia/New Zealand, South Korea, Vietnam, Taiwan, Hong Kong, and Other Asia/Pacific countries.</p> <p>More than just numbers without explanation, this report goes deep into discussion of retailing in the segments in these countries to reveal the forces that are shaping POS purchase decisions. Additionally, the report covers emerging trends and influences that affected the market with forecasts for the next 4 years.</p>	<ul style="list-style-type: none"> <li>• <i>Single User</i></li> <li>• <i>Enterprise</i></li> </ul>	3/30/15
<b>2015 EMEA POS Study</b>	<p>Our 14th annual EMEA EPOS report explores the market climate for EPOS terminals in the Europe/Middle East/Africa region. After years of struggle, this market is seeing growth, but not all areas.</p> <p>More than just numbers without explanation, this report goes deep into discussion of retailing in the countries and segments to reveal the forces that are shaping EPOS purchase decisions. We believe it is important for our customers to not only see numbers, but understand the market behind the data so as to make more informed decisions for the future. The report includes country by country shipments, installed base, forecasts and trends for the electronic point-of-sale terminal market in EMEA.</p>	<ul style="list-style-type: none"> <li>• <i>Single User</i></li> <li>• <i>Enterprise</i></li> </ul>	4/15/15
<b>2015 Latin/South America POS Study</b>	<p>The World Cup is over, the Olympics are on their way and many governments are in upheaval. Yet The market for POS devices and the modernization of retail continued to grow.</p> <p>Large western retailers continue to grow in the market, bringing new POS terminals with them. Yet not all the news is</p>	<ul style="list-style-type: none"> <li>• <i>Single User</i></li> <li>• <i>Enterprise</i></li> </ul>	4/30/15

	<p>good news. Natural disasters, political unrest and economic issues threaten pockets of future growth. These trends and more are in our latest study.</p> <p>Our Latin/South America POS terminal market study explores the market climate for POS terminals throughout the Latin/Central and South American region. More than just numbers without explanation, this report goes deep into discussion of retailing in the countries and segments to reveal the forces that are shaping POS purchase decisions.</p>		
<p><b>New Research:</b>  <b>What do we see? Predictive Analytics/Data Visualization</b></p>	<p>This research will discuss the massive trends and IT sizing around Predictive Analytics and Data Visualization.</p> <p>We will discuss the retailers planned use, the speed of adoption, do's and don'ts as data moves from reactive to proactive. Also, what does this mean for big data? There is a lot of sizzle here, a great deal of hype and interest, but there are right ways and wrong ways to deploy. This research will discuss all of these.</p>	<ul style="list-style-type: none"> <li>• <i>Pre-Order</i></li> <li>• <i>Single User</i></li> <li>• <i>Enterprise</i></li> <li>• <i>Distribution</i></li> </ul>	
<p><b>2015 Mobile POS Study</b></p>	<p>Mobile in retail is now over an \$8 Billion business worldwide and one that continues to grow rapidly. In fact, it is the single fastest moving trend in retail since Internet was added to the stores. Mobile and the buzz about Mobile in Retail has been increasing ever since Apple began using it in their stores. Of the various store functions that can be performed using Mobile technology, one of the most interesting is that of Mobile POS.</p> <p>This report looks at the current state of Mobile POS in North America, the adoption rates of the various retail verticals, and the shipment and installed base details by type of device (Rugged Handheld, Non-Rugged Handheld, and Tablets).</p>	<ul style="list-style-type: none"> <li>• <i>Single User</i></li> <li>• <i>Enterprise</i></li> </ul>	<p>5/15/15</p>
<p><b>2015 POS Printer Study (NA)</b></p>	<p>Packed with 98 figures, this study details the market share, distribution channels and installed base for the top POS</p>	<ul style="list-style-type: none"> <li>• <i>Single User</i></li> <li>• <i>Enterprise</i></li> </ul>	<p>5/30/15</p>

	<p>printer vendors doing business in the region and provides for market projections based on changing technologies and changing distribution philosophies through the year 2018.</p> <p>Vendors reviewed include Epson, IBM, NCR, TPG, Star Micronics, TransAct, Citizen, Bixelon, and others.</p>	<ul style="list-style-type: none"> <li>• <i>Distribution</i></li> </ul>	
<p><b>New Research:</b>  <b>Beacons, Wayfinding, and IOT in Retail – Trends and Best Practices</b></p>	<p>When it comes to Beacons, the hype is outperforming the product. This research discusses the data behind the beacons, the opportunities, the challenges, and when we might see them in large volumes in retail. How do consumers feel about them, how are privacy issues resolved, what are the legal ways to collect data. Along with Beacons, Internet of Things is playing a larger role in the retail environment. What are the best practices, best platforms, how is security maintained. These and other issues will be in this study.</p>	<ul style="list-style-type: none"> <li>• <i>Pre-Order</i></li> <li>• <i>Single User</i></li> <li>• <i>Enterprise</i></li> <li>• <i>Distribution</i></li> </ul>	
<p><b>Small Medium Retail Sizing</b></p>	<p>Here is no one size fits all for retail and for solutions. The needs differ by retailer's size, by sub-segment, and even by region. This research allows you to size and target the largest specific market opportunities, finding those most ripe for growth opportunities.</p> <p>The information starts by looking at the entire ecosystem, the number of stores, the size of stores and then the type of store technology used. This product is ideal for vendors or private equity that are looking to understand if a market is large enough and what the indirect channel opportunities provide. This is quantitative analysis and is best used in conjunction with the regional POS Terminal Studies. And we have this information available by region (North America, Europe/Middle East/Africa, Latin/South America, and Asia/Pacific). This is an ideal product for vendors looking to understand where the opportunities are in a particular market and is it economically feasible to go direct or via partners for each segment.</p>	<ul style="list-style-type: none"> <li>• <i>Enterprise</i></li> </ul>	<p>5/15/15</p>
<p><b>POS Software for Softgoods</b></p>	<p>The North American Specialty Softgoods retail vertical enjoys one of the most diverse and dynamic technical environments in all of retail. This study provides a quick independent</p>	<ul style="list-style-type: none"> <li>• <i>Pre-Order 2015 Only</i></li> <li>• <i>Single User</i></li> </ul>	<p>7/30/15</p>

	<p>snapshot of the industry so that Apparel, Shoes, and Department Store retailers can quickly get to a short list of tested and proven POS solutions.</p> <p>These retailers must not only serve their customers well, but must do so while appearing to be on the cutting edge technically. This 42 page market study delves deep into the POS Software market for these retailers. We identify which software providers are leading the pack, what their market share is, and which complementary systems their software has been installed within the industry.</p>	<ul style="list-style-type: none"> <li>• <i>Enterprise</i></li> <li>• <i>Distribution</i></li> </ul>	
<p><b>POS Software for Hardgoods</b></p>	<p>The North American Specialty Hardgoods retail vertical includes some of the largest and most diverse retailers on the planet, who have the most complex POS transactions in all of retail. This 40 page market study delves deep into the POS Software market for these retailers. We identify which software providers are leading the pack, what their market share is, and which complementary systems their software has been installed within the industry.</p> <p>This study provides a quick independent snapshot of the industry so that DIY, Books, Electronics, Furniture, Pets, and other Hardgoods retailers can quickly get to a short list of tested and proven POS solutions.</p>	<ul style="list-style-type: none"> <li>• <i>Pre-Order 2015 Only</i></li> <li>• <i>Single User</i></li> <li>• <i>Enterprise</i></li> <li>• <i>Distribution</i></li> </ul>	<p>7/30/15</p>