



The need for agile retail

Mark Scanlan

Global Industry Lead for Retail

Industry Solutions Group

Between customer expectations and an experience that delivers, there's a bridge

Changing the Conversation

Retail care-about

- #1 Labor
- Actionable store insights
- Rich personalized experiences
- Store automation
- Safety, Security & Compliance
- Sustainability



V·I·A

Visibility



Insights



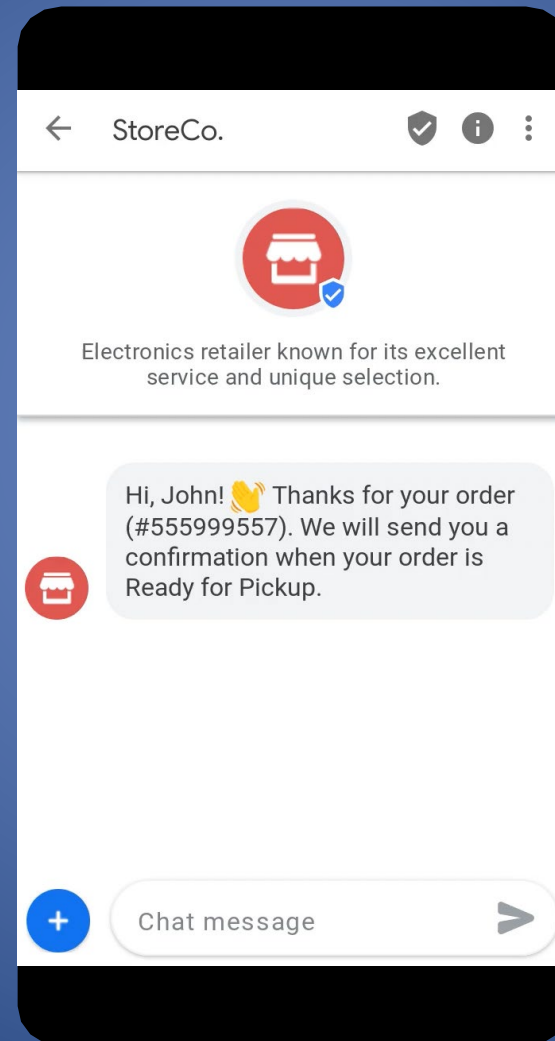
Action

Rich engagement

- Personalized consumer engagement
- Online-to-Offline experience
- Digital merchandising
- AR/VR
- Appeal to the next-gen associates



Rich Digital Engagement



Actionable store insights

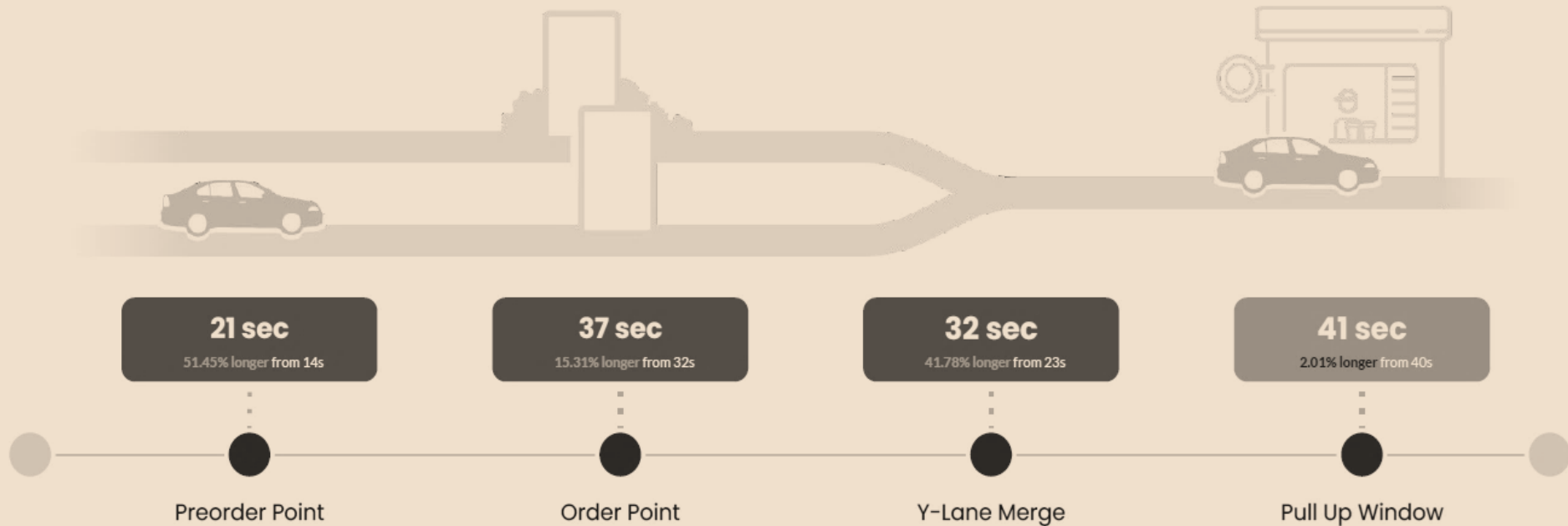
- Consumer behavior
- Associate engagement
- Operational insights



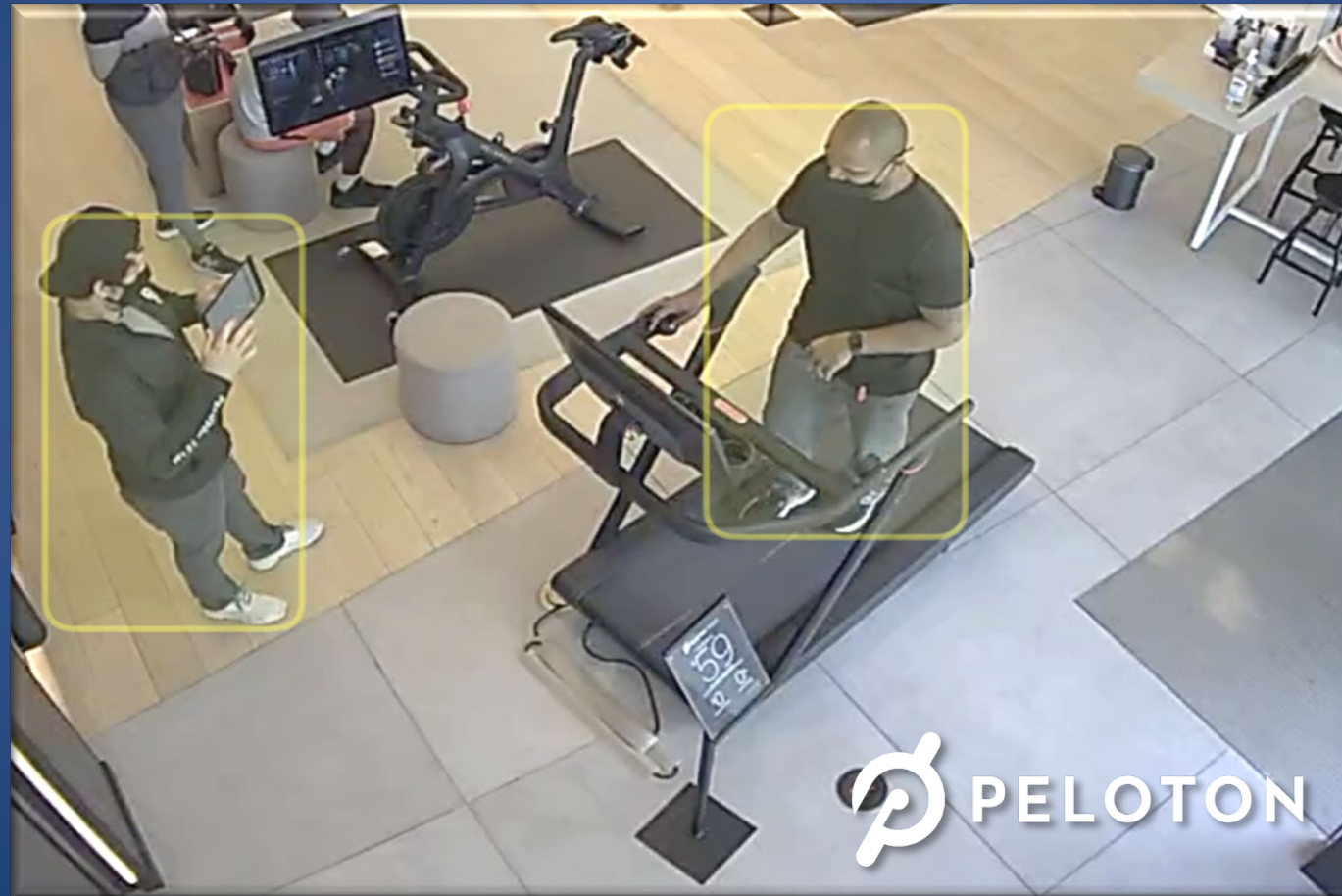
Drive-Thru Automation

Dwell Time per Zone

Data on average dwell time at each zone of the drive thru journey



Consumer Behavior



Store automation

- Notification
- Electronic shelf labels
- Visual inventory
- Robotic inventory
- Autonomous stores



Safety, security & compliance

- Loss prevention & fraud detection
- associate & consumer safety
- Surveillance & compliance

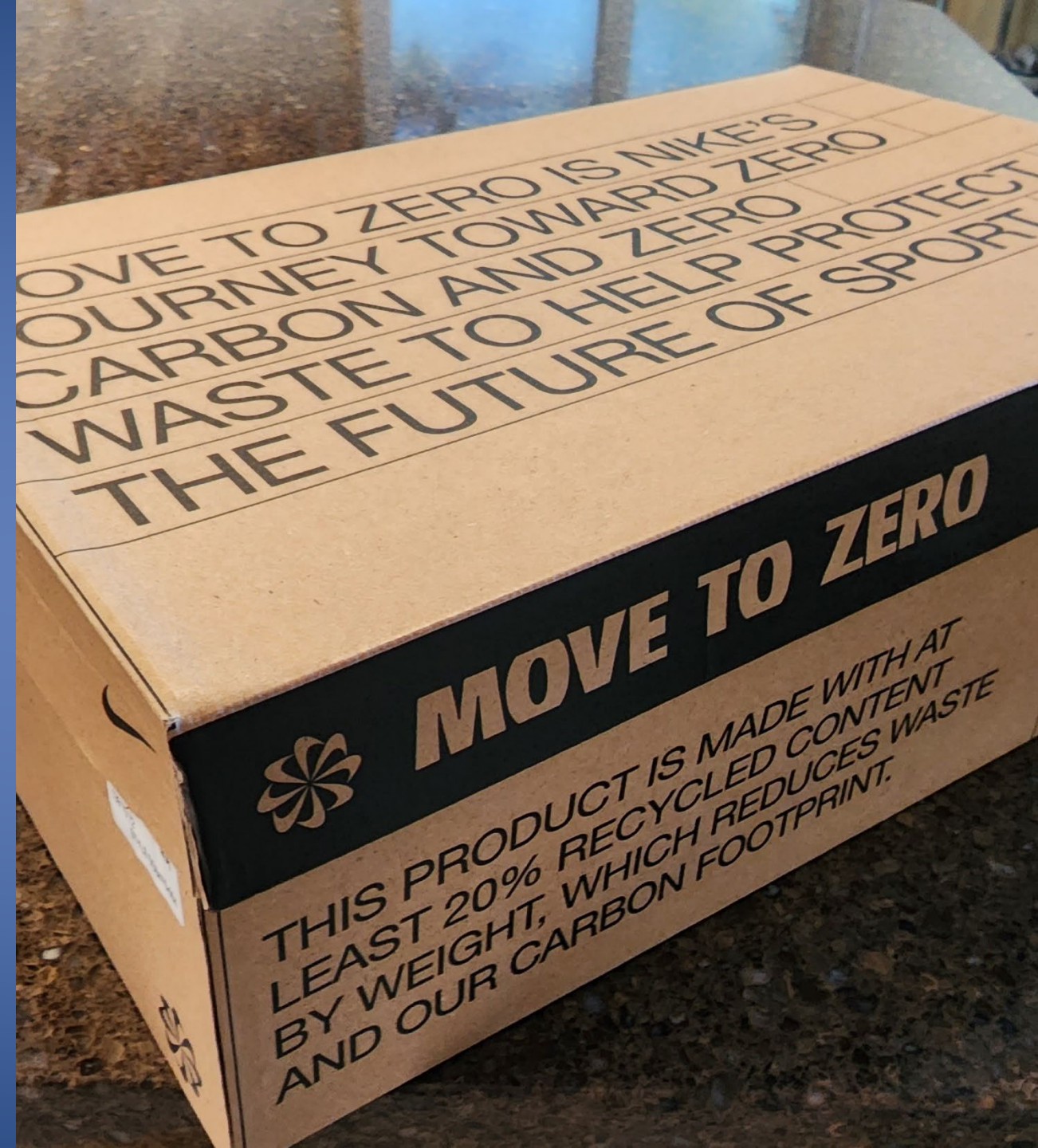


Loss & Fraud Detection



Sustainability

- Responding to market demands
- Consistent with Brand goals
- Save operating costs
 - Reduce inventory levels
 - Decrease waste
 - Reduce utility consumption
 - Support hybrid work
 - Fewer truck rolls



Cisco Retail (<https://cs.co/PortfolioExplorer>)



Customer journey

- Mobile engagement
- Digital displays and labels
- Intelligent contact center
- Customer experience management



Associate experience

- Assisted selling
- Associate engagement
- Mobile POS and line busting
- Flexible fulfillment



Physical and cyber security

- Safety and surveillance
- Loss prevention and fraud detection
- Secure connectivity and optimization
- Threat defense



Intelligent operations

- Wireless and video analytics
- Digital experience management
- Enabling secure hybrid cloud
- Equipment monitoring
- Smart and sustainable facilities



Distribution and fulfillment

- Occupational safety
- Distribution automation
- Order fulfillment



Between customer expectations and an experience that delivers, there's a bridge.