

Digital for Retail Now!

1

ses imagotag

Digital price tags: A strategic weapon for retailers.

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60% international



SES-imagotag, global leader in connected digital price tags

SES-imagotag is the global No. 1 in the highpotential technology sector of digital transformation of physical commerce.

Over 12,000 stores in 55+ countries are using a total of 150 million digital price tags.

Specializing in digital solutions for physical commerce and as the global No. 1 vendor of digital price tags and shelf-edge automation systems, the Group has continued to grow rapidly through the years, thanks to both international expansion and technological innovation.

Stores are the next digital battlefield

Over the past 20 years, retail has experienced an unprecedented and rapidly accelerating digital revolution. This fascinating phenomenon started with the advent of the internet and e-commerce pure players. The internet and smartphones have had long-lasting effects on business, they have opened new service possibilities (1-Click purchase, hyper-choice, same-day delivery, etc.) and innovative marketing techniques such as personalization, contextual advertising, retargeting or customer recommendations via social networks. As a consequence, "connected shoppers" now have higher standards and expectations and are eager for further information about products.

To address these challenges physical retailers responded swiftly: they developed their own digital channels and bought numerous pure players. There are now only 2 pure players out of the 250 world's biggest retailers. And 80% of the top 50 retailers are omnichannel retailers. In fact, most pure players started to develop a network of actual stores. In a few years, omnichannel retail will prevail, digital solutions will be everywhere. Tomorrow's store will be connected.





Benefits of the SES-imagotag solution.

Take the pain out of pricing

- Prices updated instantly and automatically
- Increased price competitiveness
- Elimination of manual errors
- Optimization of margins

Connect shoppers at the shelf

- Customized offers
- Omnichannel synchronization
- Shopper identification & analytics
- Improved service

Manage with precision

- Display of stock and restocking data, facings, and other management data
- Improved product availability and shelf management
- Reduced costs
- Real-time planogram

Enhance customer experience

- S Gamification
- Product geolocation, easy search easy find
- Retargeting
- S Fast check-outs





A sustainable development policy at the heart of all activities

As the global partner of major food and nonfood retail groups and the leader in its sector, SES-imagotag pays particular attention to the social, environmental and economic impacts of all of its activities and is committed to acting in an ethical and responsible manner on a daily basis. To do this, SES-imagotag decided to include environmental, corporate and social responsibility among its values and has consequently introduced a number of initiatives with all of its stakeholders.

Committed to an approach to guarantee the best quality of service for its customers, SESimagotag obtained the ISO 9001 certification, an international standard for quality management and performance, for all of its aftersales and software maintenance activities. SES-imagotag is the first company in its sector to receive this certification.

We make every effort to achieve excellent and consistent quality to ensure customer satisfaction, including state-of-the-art tests and analysis equipment in order to achieve and maintain the best quality.

With the most efficient power consumption on the market, we also check that our digital price tags are tested for drops, scratches, various temperatures, high voltages and humid environments. We also take security at heart, with a native built-in encryption solution.

SES-imagotag is attentive to social and environmental issues - we pay particular attention to the way our suppliers behave. Their products comply with the latest environmental regulations such as RoHs and REACH.

















Dynamic pricing. Digital price tags are a strategic weapon for retailers looking to be more competitive and change prices on-demand. Dynamic and agile pricing

> Thanks to these tags, stores can improve the price perception from their customers, optimize their margins, but also reduce waste, especially in fresh product sections.

> With digital tags, stores can improve their operations, leading to higher turnover, improved margins and lower costs. SES-imagotag's solution will give retailers:

- Price accuracy
- Pricing intelligence
- ⊙ Omnichannel synchronization

Eliminate errors in price differences

Price differences between what's at the shelf and what's at checkout or products with no price, require an employee to spend time checking and managing the complaint. Product margin is lower when a discount is given at check-out, or a wrong price is taken into account. Certain government consumer protection agencies can also apply fines to price differences.





4 minutes of staff time on average spent per complaint



Up to 7% lost in discounts or fines for improperly labelled products



Build ultra-efficient stores.

> Paper labels are being replaced with digital solutions to combat increasing labor costs and better manage frequent price changes. Because of the innovation behind the increasing intelligence of electronic shelf labels and associated software, retail stores are conquering yet another transformation: the digital revolution that will allow them to enter the era of precision commerce.

> Intelligent labels are the real nerve center of tomorrow's store. They are the foundation for countless applications, offering more precise and refined management, optimizing costs and inventories, reducing stock-outs and the waste of perishable products, and so much more.

Reduce stock outs on shelves

Remove phantom inventory

Displaying stock levels directly on the ESLs, allows floor managers to easily check theoretic levels in the back office against real levels on the shelf – and ensure that the correct stock is being ordered.

■ Re-allocate staff time

When less time is spent dealing with managing stock replenishment, staff have more time to spend on other tasks such as restocking and customer service.

Reduce waste

Managing fresh products and perishables in-store is timeconsuming and can often lead to wastage.

Digital price tags help stores automate the process due to the quantity of information needed to be displayed and updated (price per unit, per pound, origin, quality, grade...). Display sell by dates in order to easily discount goods near expiration.



On average, 4% of revenue can be lost with stock outs



On average, staff spend 4 minutes dealing with customer complaints



20% of food margins are on fresh food for some our biggest customers



Save 2% of fresh products from becoming waste

Enable seamless omnichannel retailing.

Shopper engagement.





Increased loyalty



In-store retargeting

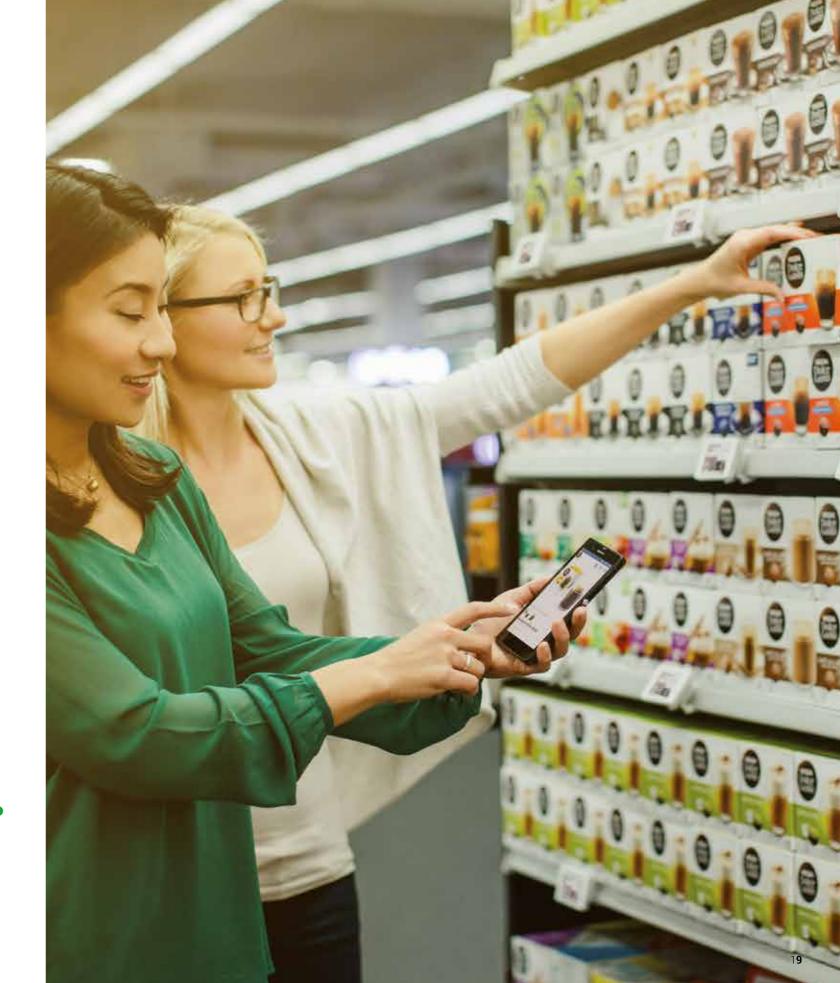


Rich content in store

With more and more clients starting their shopping journey online, it has become necessary to ensure rigorous consistency between the website and in-store digital tags. Stores need to bring key online product information, offline. This is why we refer to digital tags as micro web pages, a dynamic subset of information that can be found online. Indeed, shoppers can directly access the product's mobile page on their smartphone using NFC and QR codes. This in-store digital interaction will unleash the power of calls to action that can range from self-scan to product inquiries, and powerful click & collect journeys. It really is a new entry point into e-commerce operations.

Guest Wi-Fi is often a shopping necessity and SES-imagotag's portal can greatly enhance Shopper Engagement by simplifying on-boarding and offering an easy opt-on solution. Customers do not want to create accounts and remember passwords, they want automatic Internet access in all locations. Meanwhile the hotspot will record opt-in customer visits and even their browsed products, enabling powerful in-store retargeting and analytics.

Increase shopper loyalty by providing in-store digital services such as Search & Locate and virtual line-up management. Gather visitor's feedback that can even be published on the web to boost online presence. For items that are unable to be found, have customers notify the store. Storefront is the digital service inside the store that will prove that physical stores are as vibrant and delightful as ever by providing the above features. This is shopper engagement as we see it.







When products are not available in store, 31% buy that product elsewhere, 26% buy another brand, and 9% don't buy anything



The average percent of out of stocks is 8%



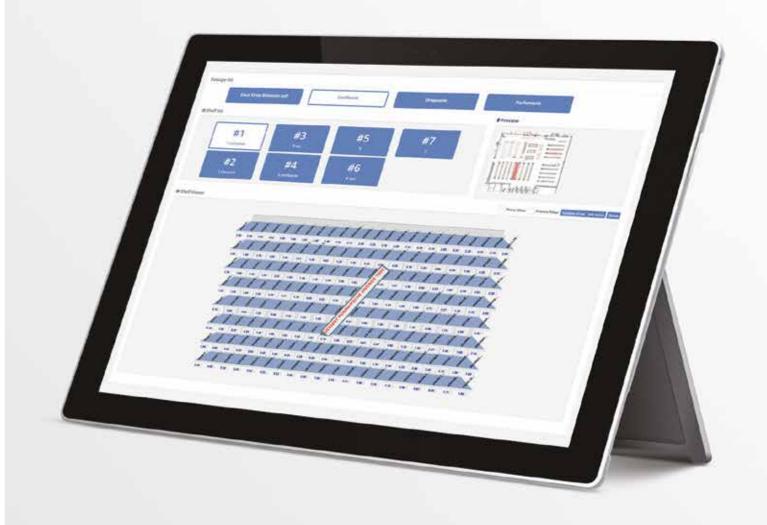
5 to 10 minutes are saved per basket prep time in click and collects using our solution Using dynamic geo-tracking of labels, their positions are memorized producing a constantly updated 3D reconstruction of the actual status of shelf displays in the store. The solution is thus capable of drawing up merchandising plans which are accurate down to a single item and always adapted to suit the context of the store's sales. Such constantly synchronised information on product positions allows significant gains in productivity for the everyday tasks of store employees.

Real-time planogram

Each SES-imagotag label is linked to our software that shows key information on position, out of stocks, product gaps and compliance. Facings can then be organized based on stock and margins.

Click and collect

When store pickers cannot easily find products, there is a loss in productivity, revenue and customer satisfaction. Staff use SES-imagotag's digital price tag solution to navigate through the store using a combination of real time planograms and in-store digital navigation. No prior knowledge of store or product layout is required, when staff is guided directly to the correct shelf.





Progressively customers are accustomed to the easy shopping offered by e-commerce pure players. But in physical stores, they can lose their way while hunting for the right ink cartridge, special light bulb or suitable charging cable - and, in the worst case, buy nothing at all. That is what the Findbox is for. It makes searching for products wonderfully easy. And purchasing too, by the way.

Optical recognition

Instead of time-consuming searching among the shelves, customers can find the product they want easily and quickly with the Findbox. The user-friendly display and attractive design draw customers in just on its own.

The guickest way to the desired product: Simply put the used product or its packaging into the Findbox. It automatically recognizes the product using a state-of-the-art optical recognition technology – in just 3 seconds!

Flashing digital price tags

Searched and found: As soon as Findbox recognizes the right product, the LED on the digital tag at the corresponding product position on the shelf lights up. One glance and your customers have the product they're looking for in hand without any hunting, hesitation or wasted time.



Find the right product in seconds



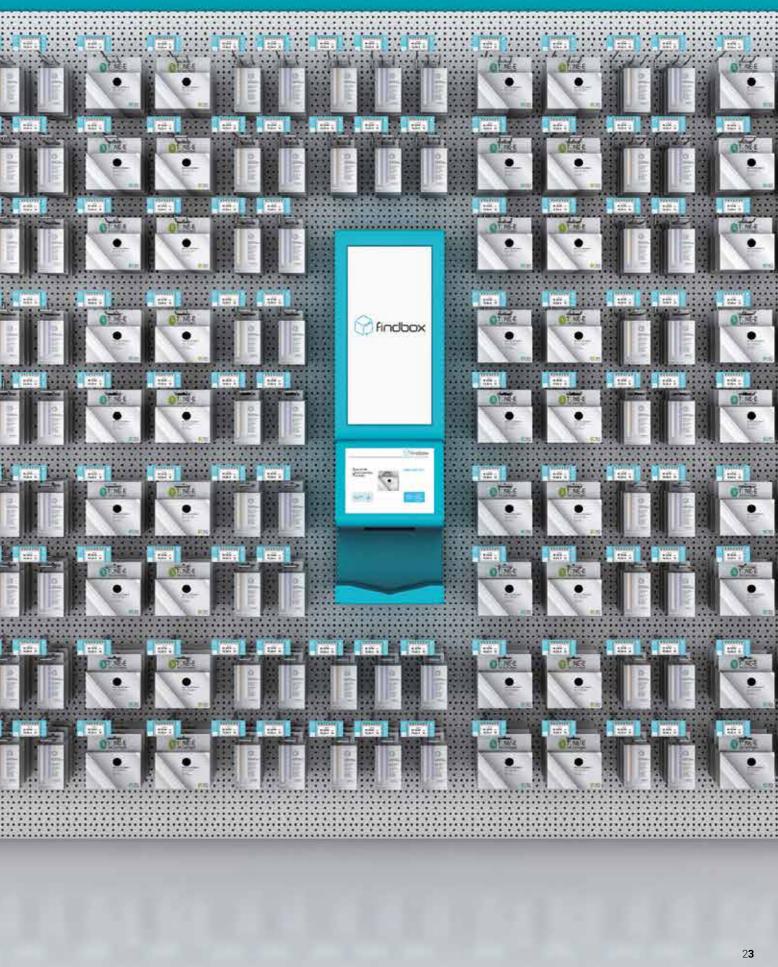
Easy find



Easy search



Flashing digital tags





Increased gross margin

Pulse price optimization is proven to drive 2-5% margin gains & up to 3% in gross margin improvements



Reduced waste

Decrease waste by up to 50% and increase profit margins



Reduced labor time and cost

Gain time and money to focus on strategy by automating manual tasks



Increased turnover

Respond faster to customer needs resulting in increased sales with dynamic pricing



Accurate forecasting

Unlock the ability to anticipate the market through fact-based analytics



Up to 100% price accuracy

Instantly update prices through dynamic pricing and electronic labels

Increase store profitability. Pricing intelligence.

Pulse pricing intelligence is designed to increase in store profitability. Pulse analytics software identifies, analyses and monitors retailers' key trends in sales, stocking and waste that go unnoticed in the store and continue to lose the retailer money. Pulse provides highly effective, actionable recommendations to improve margins, sales and reduce waste dramatically.

Digital labels let retailers respond dynamically to recommendations made by Pulse by quickly implementing intra-day pricing and reacting immediately to stop unsuccessful promotions and execute on waste reduction.

The Self-Learning Bakery

The combination of the Pulse software with digital labels allows to implement the Self-Learning Bakery solution. It automates the bakery section by analyzing daily sales, stock and waste rates, to create bake plans, dynamically update pricing, and notify customers of discounts. The self-learning bakery is designed to optimize sales, fulfillment and waste to increase turnover and net margin at the bakery.





G1 labels

G1 labels address today's retailing needs with their e-paper displays offering perfect readability and enabling shopper connectivity through integrated NFC chips. The current line-up has display sizes from 1.6 to 7.4 inches, giving retailers a wide range of options to suit their needs. With displays in black, white and red, the G1 labels are a proven sales booster and an essential part of the efficient and connected store.

KEY FEATURES

- Beautiful and industry-leading product design and appearance
- Perfect readability
- Near Field Communication (NFC)
- Super-wide viewing angle (near 180°)
- Supports multiple pages with preloading and fast page switching
- Fast response time (less than 15 seconds)
- S Ultra-low power consumption 5-year battery life
- Customer-replaceable battery
- Swappable/customizable front cover
- Landscape or portrait mode
- Water-resistance



Thanks to their e-paper displays, the digital tag E-tag B offers optimal contrast and readability comparable to paper. Connected, via an NFC chip embedded in each label, the E-tag B offers an enriched customer experience in-store. Water-resistant and equipped with the patented Easylock fastening system, the current range is ideal for food retailers, but also for other large retailers due to its variety of sizes (between 1.6 and 4.4 inches).

KEY FEATURES

- design and appearance
- Perfect readability
- Near Field Communication (NFC)
- Super-wide viewing angle (near 180°)
- Supports multiple pages with preloading and fast page switching
- Second Second
- Customer-replaceable battery (except) for E-Tag B 10)
- Ultra-low power consumption 5-year battery life
- Water-resistance
- ⊗ Easylock (SES-imagotag patented technology)







G-Tag S

The G-Tag S NFC label is a TFT-LCD (pixel based, HD graphic display) technology label and features flashing, blinking, and alternating displays. This label is able to manage animated data sequences that can be adapted to any sales scenario. The TFT-LCD display technology, coupled with SES-imagotag's DTP patented process, ensures enhanced display performance with no impact on power consumption even when demand on the label is high.

KEY FEATURES

- Near Field Communication (NFC)
- Supports multiple pages up to 6 pages
- ⊙ Operates in negative temperatures (-25°)
- Ultra-low power consumption
 5-year battery life (based on 2 updates per day)
- Customer-replaceable battery
- S Customizable front frame
- Easylock (SES-imagotag patented technology)



S-Tag +

Designed for gondola labeling, the S-Tag + range offers retailers automated price management and facilitates store operational management thanks to additional functionalities: management data, high broadband, alternating screens... S-Tag + also offers enhanced customer information with alternating screens to highlight promotions, sales actions and marketing. The labels are customizable to the colors of the brand, thanks to a wide selection of silkscreen and shelf talkers. Finally, these labels make it possible to respond quickly to the competition and ensure responsiveness to the volatility of raw materials, inflation... the whole offering a perfect control over prices.

KEY FEATURES

- Flashing promotions (blinking)
- Near Field Communication (optional)
- Alternating display
- Operating in negative temperatures (-25°C).
- Ultra-low power consumption
 5-year battery life (based on 2 updates per day)
- Customer-replaceable battery
- Customizable front frame
- Easylock (SES-imagotag patented technology)





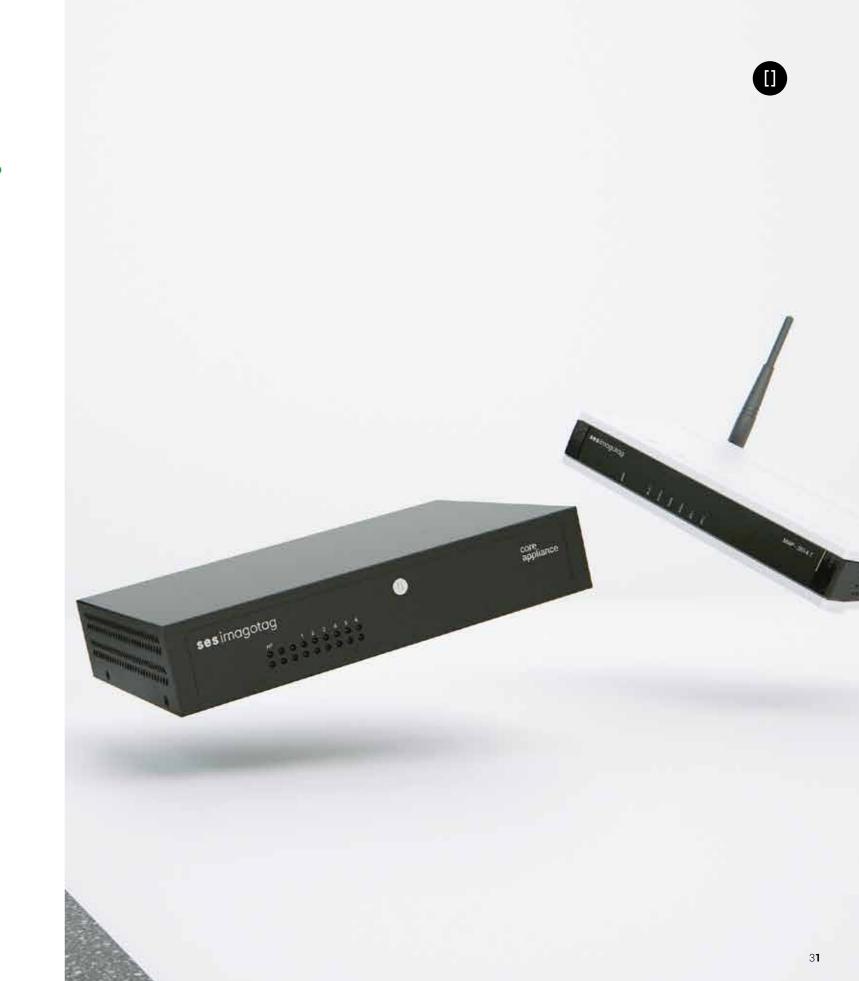
MultiCom infrastructure.

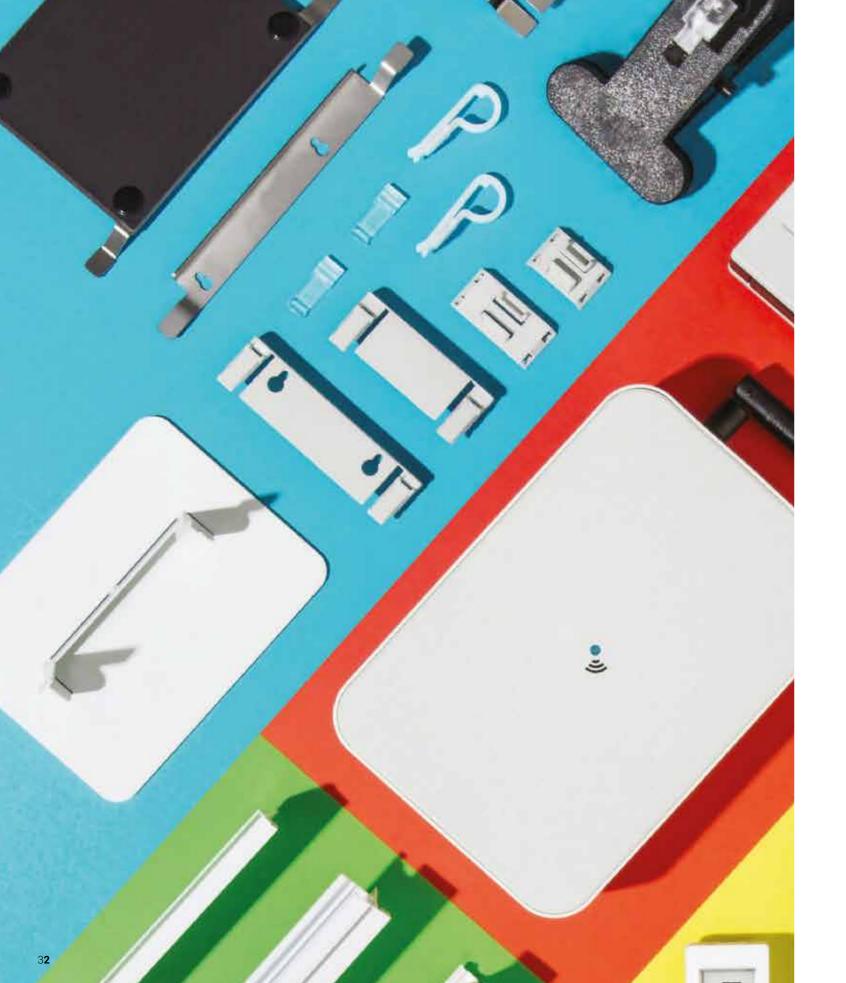
SES-imagotag is the only company on the market offering a multi-frequency radio communications platform (ESLs, Wi-Fi, BLE and NFC) able to manage all display technologies (LCD, TFT, e-paper). Flexibility that allows the SES-imagotag solution to offer the best of digital and physical retail to its customers.

KEY FEATURES

- Self-organizing network topology
- S Low cost infrastructure
- Secure communication
- Simple integration into retailer's existing IT infrastructure
- S Lightweight system requirements
- Second to the second of the







Mountings and accessories.

Rails

The SES-imagotag labels can be mounted to almost any existing rail solution available on the market.

For quick & easy mounting we recommend using SES-imagotag's rail solution. It is available for all types of shelves and offers a uniform and seamless look when different label sizes are mixed. SES-imagotag rails are less susceptible to dirt and are available in different colors.

To respect your planogram, SES-imagotag has developed the Easylock rail design. Easylock guarantees compatible digital price tags hold their positions, don't fall and can't be stolen.

■ Adaptors and accessories

Our flexible system helps you to mount your labels wherever you want. Adaptors are available for a wide range of existing mounting options and the flexible design of the label's backside allows for the addition of new adaptors matching your individual requirements.



The Easylock system, a unique merchandising solution



Rails

Software.

Jeegy S.



The nerve center of the electronic labeling solution, Jeegy S is an intuitive, scalable, and modular software platform designed to address the challenges facing retailers today.

Not simply an in-store price management and synchronization solution, it lets retailers display on digital price tags meaningful data for customers; helping stores increase sales, lower costs and better secure shopper loyalty.

The modular platform lets stores choose how Jeegy S operationalizes data related to product locations, purchase history, customer loyalty, stock levels, conversion rates, dietary requirements etc. Display as much information as needed to refine product pricing and marketing strategies.

Jeegy S is linked to our MultiCom infrastructure and offers much more than managing price changes, special offers, product geolocation service and NFC shopping. Used to drive a wide range of digital, dynamic and interactive displays, Jeegy S is the cornerstone of the SES-imagotag solution.

Choose your infrastructure

Jeegy S can be installed in store, or at the headquarters. Stores can also let us take on the burden of the technical infrastructure by using our Cloud solution, a plug and play platform that is always up to date and monitored pro-actively by SES-imagotag teams to ensure that store infrastructure is always available.

Manage stores centrally

Monitor stores centrally from a single console. With Jeegy Manager, get access to and view statistics for all stores. Always be aware of what's happening in store by configuring e-mail alerts. Remain consistent across stores by designing ESLs once, and pushing them to all stores.







Multi-store

Cloud

Store
7
Store
7
Store
2

Jeegy
Manager
6
Store
3



Jeegy Studio.

Use your digital tags to their full potential.



Jeegy Studio contains everything needed to design electronic labels. Easily integrate data from the back office and design digital price tags to highlight important data for shoppers, including QR codes, dietary and nutritional information and so much more. A cloud based solution, Jeegy Studio is always up to date.

Jeegy S.

A modular solution.

Mix and match the features needed to accentuate your pricing, operational and marketing strategies.

■ Pricing and analytics

Pricing offers a simple and live view of the products and labels in the store. Each item has a detailed history and statistics, to help you keep track of your pricing policy. Dashboards with reports (ESLs count, generations, product statistics...) are available for a quick overview.

Store management

Adopt data-driven store management with Jeegy S Store Management. With the data directly displayed on our labels, monitor information such as product availability or incoming orders. An easy way to manage facings and inventories, but also to have precise information about the next deliveries, the last order date, the gross margin associated with the product or the sales rotation.

Promotion

Promote items and special offers dynamically. This module enables you to manage animated data sequences or color on our labels and can be adapted to any sales scenario. Jeegy S Promotion allows for easy and immediate use of the merchandising and advertising possibilities offered by SES-imagotag's labels.













Link

Link labels and products together through the portable device of your choice. This module enables you to link products to the labels and to retrieve all the product information in Jeegy S. Link can be used by scanning barcodes, tapping NFC labels on different handheld devices such as the store PDA, iOS and Android devices, or through a web browser.

■ Media+

Manage in-store televisions as if they were electronic shelf labels. This module enables you to display information and prices about your products in High Definition. This solution is only available with certain versions of Jeegy S.

Monitoring

This module enables you to visualize the data gathered by Jeegy S in monitoring software, such as label updates or recent activities of devices. Cross-reference information between what monitoring software collects and what is in Jeegy S.

Geologation

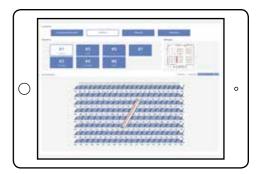
Geolocation gives you a real-time view of your planogram in Jeegy S. This module enables you to locate each product found in-store and to follow instantaneously each shelfedge change.

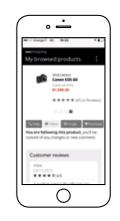
Ensure merchandising excellence at every level, with an instant view of the products in your store.

Connect

Customer reviews, appreciation marks and even videos are now common in product descriptions. Connect enables your customers to easily access them while shopping.

A gentle 'tap' on the label and the product description appears immediately. QR codes let iOS smartphones who do not have such capability access the same information.







Shopper engagement.



The micro web page

Leverage your e-commerce Broadcast it live on your tags

USE CASE

Your clients often start shopping on the web. On your website they find products, prices and a wealth of information. Your tags are micro web pages – with the exact same live information directly in your stores. This consistency and accuracy is paramount to convince them to buy here and now.

HORIZON

If your inventory cannot be displayed fully on the shelf, it makes sense to show the range of product availability directly on digital price tags.

Products gather new reviews day after day. Sometimes even becoming favorites. Digital tags can tally these stories.

Some suppliers are willing to pay extra for prominent presentation of their goods. You can now sell them the option to display their beautiful logo, in color.

Store Traffic

■ Track shopper influx in real time

DESCRIPTION

Store Traffic lets the store manager know in real time how many visitors are in the store. On the consolidated view, the marketing department can also monitor total store attendance.

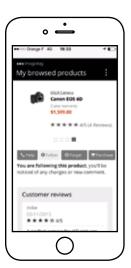
FUNCTIONS

Through three different views they can access conversion rates between street and store, the length of visits and the number of new visitors compared to regular shoppers.

Store Traffic counts telephones with Wi-Fi on. Results are anonymous. It does not require any additional infrastructure beside the standard SES-imagotag HF access points.

Store Traffic enables the store manager to make comments and notes inside the graphs for later use.









Connect

The full mobile page at your customers' fingertips

DESCRIPTION

Digital tags are micro web pages that display live information in the store.

They can advertize that there is more information available than just what is on display:

- Reviews
- Videos
- Personalized prices

On all Android phones a simple tap – no app necessary – will bring up the product page and the sought details.

Even better, the information will be displayed on your website automatically in the preferred language of the shopper.

ACTIONS

Once the tag has triggered the product page with NFC or a QR code, all calls to action can be leveraged directly inside the store.

- Subscribe for regular deliveries
- Share on Facebook or Instagram

Hotspot – guest Wi-Fi

Provide VIP service to those who ask for it

DESCRIPTION

Shopping in 4G has several limitations: unreliable in buildings, expensive in some countries and impossible to monitor. It cannot be the reason to limit internet access in your stores. The stakes are too high.

FUNCTIONS

Our Hotspot provides internet access with just one direct button for those who want to remain unidentified.

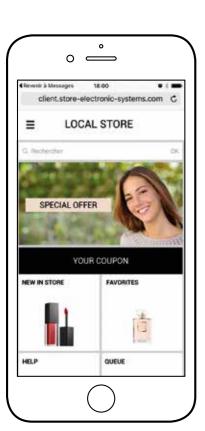
Visitors who wish to be identified will be asked to give their phone number as sole credential. It will bring up a personal shopper assistant while in the store: Storefront.

Hotspot always uses the right language because it recognizes it from your browser.

Respect is key in your relationship with your clients. They can delete their visit history or their account in one click at any time.







Storefront

■ Engage shoppers in your stores

DIGITAL IN-STORE

Are you planning to develop an app?

Is it already available and your are disappointed by very low usage?

There might be a better way – a mobile website that does not require any download – nor any password – and no form filling. Storefront is launched automatically when joining the store's Wi-Fi.

SERVING THE CUSTOMER

It offers everything the customer might need online for a physical visit: a search field, a local ad, a button for new items and even a OR code reader.

For self identified shoppers Storefront becomes even more personal: it provides access to browsed products, coupons, a plastic-free loyalty card and tickets to virtual gueues.

With our partners we gather and present all compelling functions and apps for in-store usage.

Retargeting

Reconnect with your potential buyers

DESCRIPTION

Retargeting gives the opportunity to identify and analyze behaviors per product, with the same accuracy as e-merchants' browsing histories.

FUNCTIONS

Store visits that did not lead to a sale will now have a second chance thanks to Retargeting.

For each browsed product it is possible to ask to be called back by your customer service, get a notification each time the price changes, forget the product and the associated ad and purchase the item by putting it in your online cart.

Messaging

■ Greet customers in your stores

DESCRIPTION

Messaging is the new way to talk to customers. Based on a simple SMS triggered when the customer enters the store premises, Messaging enables to greet returning customers.

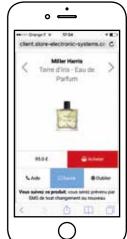
Because 90% of SMS are opened within 30 seconds, Messaging is a powerful way to interact with the shopper.

FUNCTIONS

Messaging can send simple information like 'This new product is now available here', 'Sales start next Wednesday', '5% Off to thank you for this visit'.

Messaging can also send a URL linked to Storefront to open a web page on any smartphone. Storefront not only presents information relative to the store being visited, but also other digital services.

Messaging respects privacy. The Storefront gives easy access to Settings that include notification options.





Terre d'Iris

))) € 95.00



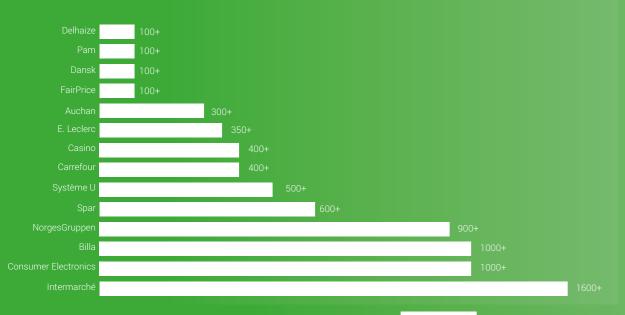


World class references.

Unequaled large-scale roll-outs.

More than 12,000 stores in 55 countries already benefit from the SES-imagotag solution, including 10 within the top 30 world retailers and 30 within the top 100.

Three world record roll-outs with more than 1,000 stores installed for two customers.



 Get more business cases on our website www.ses-imagotag.com/en/references/



- DIY
- Cosmetics
- Digital Signage

















- Consumer electronics
- Gardening
- Drugstore
- Industrial





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SES-imagotag offers its customers a professional, constantly growing international sales network aimed at providing a service as close to the points of sale as possible. All certified solution partners are listed by area on ses-imagotag.com.

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