

# Retail Special Interest Group

Meeting to be held on Wednesday 17<sup>th</sup> June 2009

At SAP UK Ltd, Clockhouse Place, nr Heathrow

## AGENDA



- |   |                              |
|---|------------------------------|
| 09:30 Registration & Coffee   | All                          |
| 10:00 Introduction & Welcome  | Darrol Radley<br>Chair       |
| 10:05 Round the Room Introductions  | All                          |
| 10:15 SAP Promotion Management for Retail – Plan, Create and Execute more profitable Promotions<br>With the SAP Promotion Management for Retail application, those involved with planning, creating, and executing your promotions can collaborate more efficiently and develop more effective and profitable promotions. The software empowers your merchandising managers with better decision-making tools and liberates your advertising staff with improved productivity tools that reduce the promotions timeline.  | Louise Stevenson<br>SAP      |
| 11:00 Coffee & Networking   | All                          |
| 11:45 2009 Conference Update  | Craig Dale<br>SAP User Group |
| 12:00 Round the Room Discussion   | All                          |
| 12:45 Lunch & Networking  | All                          |
| 13:45 Shuttle your way to success<br>Under Armour streamlined their seasonal product creation process from 10 days down to 2 reducing manual data entry by 80%. Cutter & Buck streamlined their seasonal material masters creation process from 480 hours down to just 8 hours, a 98% savings of time. These are just two examples from the hundreds of customers that are benefiting from Winshuttle products today. This presentation focuses on how retailers can use Winshuttle's industry leading transaction SHUTTLE application to improve processes around sales, distribution and supply chain resulting in demonstrable efficiency gains and real savings for the business. The presentation will describe and demonstrate how to easily integrate Excel data with SAP solutions using transaction SHUTTLE and the resulting benefits from such integration. Transaction SHUTTLE is a desktop software application that allows SAP business users to effortlessly upload or download data between Microsoft Excel or Access and any SAP transaction without any programming. It resides outside the core SAP system and is very easy to install and maintain. | Evan Schulz<br>Winshuttle    |

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| 14:30 | <b>Retailers Gain Competitive Advantage Using Mobility Solutions</b><br>The global economic crisis has hit Retailers especially hard. When consumer demand is down, the reflexive response is to cut costs by switching off IT projects. However, some analysts warn that this can be a dangerous strategy because scaling back on strategic technology can leave a Retailer less able to compete and less likely to retain customers. Motorola Enterprise Mobility Solutions business provides technology that helps organisations effectively use mobile technology as part of an overall strategy supporting profitable growth, customer loyalty and service. This presentation will cover the following topics: Global retail trends & challenges driving investment in mobility solutions. What analysts say Retailers should be doing during an economic downturn. How can Retailers use technology strategically in their organisations. Customer success examples using Mobility Solutions for Retail: Customer Experience, Staff Productivity, Self Service, Supply Chain/Inventory Management Motorola's vision for the future of technology in Retail | Alex Price<br>Motorola |
| 15:15 | Round the Room Discussion  | All                    |
| 15:45 | Any Other Business / Close   | All                    |

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