

# Tour of the Possible: Fostering a Culture of Innovation

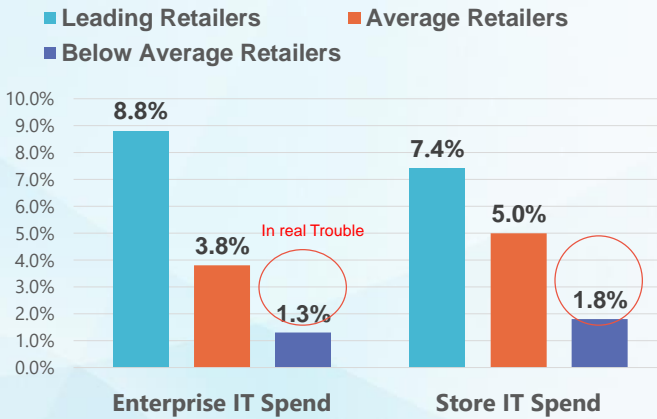
Jeff Roster  
VP, Retail Strategy, IHL Group

@JeffPR  
Jeff@ihlservices.com

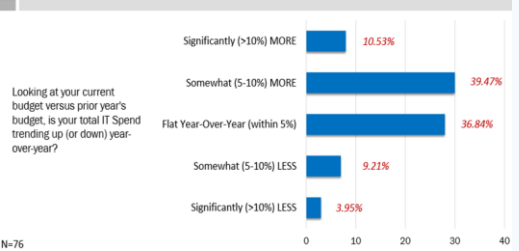


## 2017 Spend Growth

Planned IT Spend Growth for 2016 Leaders, Average, Below Average Performers



### Q3 IT Spend Trend

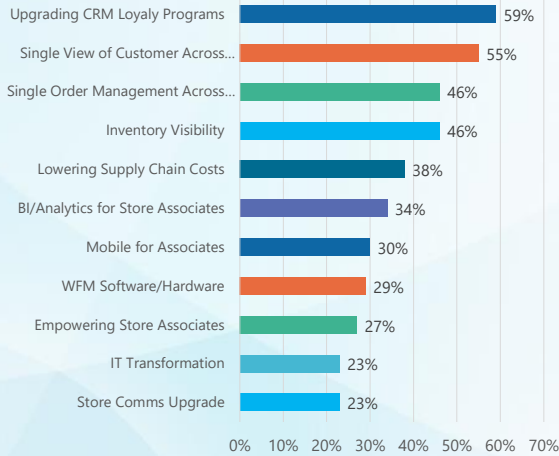


- IT transformation spend up dramatically over last few years
- Almost half of IT spend this year focused on improving/transforming retail capability

Source: 2017 RIS News/IHL Store Systems Study

# Top Retail IT Priorities

What Retailers see as the most important technologies going forward



### Leaders rate:

- > IT Transformation **135% higher** priority
- > Lowering Supply Chain Costs **145% higher**
- > Associate Training / Tools **194% higher**
- > Inventory Visibility **55% higher**
- > Clienteling / Assisted Selling **26% higher**

Source: 2017 RIS News/IHL Store Systems Study

## According to Top Retail CIOs

**87% - 237%**

Average IT Spend Increase required to effectively compete with Amazon.

Source: IHL Group Research Studies



### Retailers

Avg. IT Spend Increase

**4.7%**

**T**echnology  
**I**nnovation  
**G**ap  
**I**n  
**R**etail

Amazon has a **TIGIR** by the Tail



# Thank You

Jeff Roster  
VP Strategy, IHL Group  
[jeff@ihlservices.com](mailto:jeff@ihlservices.com)  
[@jeffpr](https://twitter.com/jeffpr)

