

A vertical red banner with white text. The word "THE" is in a smaller font above "GOODS", which is in a very large, bold font. Below "GOODS" is the subtitle "Solutions, Applications and Tools for Retail" in a smaller font.

THE GOODS

Solutions, Applications and Tools for Retail



WE'VE GOT THE GOODS FOR YOUR RETAIL BUSINESS!

As a value-added distributor whose roots are firmly planted in the retail space, ScanSource POS and Barcode has watched technology revolutionize operations and customer expectations. Shopping in-store is still an experience that consumers love, but the immediate nature of smartphones and other mobile devices means that today's consumer expects more - and grows bored faster than ever before. Understanding this will lead retailers to search for new ways to increase engagement with consumers across all channels and boost profits. This, in turn, presents a whole set of challenges, and the reseller who helps their end user leverage technology to solve them will discover business success and bottom-line growth.

Now is the perfect time for retail customers to get their stores in tip-top shape and win their customers' loyalty with amazing service. However, even the most dialed-in store probably has at least one area that can benefit from a technology upgrade or overhaul. As your trusted distribution partner, we're here to help you find the right projects (and select the right solutions) that will greatly impact your customer and generate new revenue for you.

This guide explores the use of new technologies in the retail environment to improve execution and enhance the shopping experience. You'll get ideas on how to improve in-store personnel's ability to react quickly to a wide range of issues and opportunities - from rapidly answering customer questions to taking immediate action on out-of-stock items. And, as a reseller, you also have a tremendous opportunity to offer retail solutions that empower in-store managers, giving them significantly higher levels of immediacy and mobility.

So, here are the goods - the best-of-breed products, trends, and applications that will reshape the retail industry - and your retail business. Browse these pages to see what we have in store, and when you're ready to buy, give us a call at 800.944.2439 x4001.





RECEIPT PRINTERS
Citizen (pictured) - CT-S310II Receipt Printer
Epson - TM-T20II Receipt Printer



TERMINALS
Epson - OmniLink TM-T88V-DT Terminal
J2 Retail Systems - 225 Touch Terminal
POS-X (pictured) - Android All-In-One Terminal



LINE BUSTERS
Datalogic - Skorpio X3 Mobile Computer
Honeywell - Captuvo SL22 Enterprise Sled
Motorola Solutions (pictured) - MC40 Mobile Computer



CASH DRAWERS
APG - BluePRO Bluetooth Interface for Cash Drawers
MMF (pictured) - Advantage Cash Drawer



INTERACTIVE DISPLAY SYSTEMS
Elo Touch Solutions (pictured) - IDS Touch Display
Panasonic - Digital Signage Solutions



MAG STRIPE READERS
ID TECH (pictured) - SecuRED Card Reader
MagTek - Dynamag Card Reader



SCANNERS
Code (pictured) - CR1400 Barcode Reader
Datalogic - Gryphon I GD4400-B 2D Imager
Honeywell - Hyperion 1300g Linear Imager
Motorola Solutions - LI2208 Linear Imager



LABEL PRINTERS
Datamax-O'Neil - MF2Te Label Printer
Epson - P60II Label Printer
Zebra Technologies (pictured) - QLn Series Label Printer

FIND YOUR NICHE: Deliver tailor-made solutions for specialty retailers that help them increase sales productivity, marketing ROI, and profit per square foot. Tablets, mobile devices, and digital signage not only enhance customer-assisted selling, but make it easier for sales associates to engage with customers about the products and get them to see everything they have in store!



RECEIPT PRINTERS

Epson (pictured) - TM-H2000 Receipt Printer
NCR - RealPOS 7168 Receipt Printer



LINE BUSTERS

Citizen - CMP-20/CMP-30 Printer
Epson - P60II Mobile Printer
Honeywell (pictured) - Captuvo SL22 Enterprise Sled
Motorola Solutions - MC55 Mobile Computer



ID BADGES

Motorola Solutions - SB1 Smart Badge



CASH DRAWERS

APG (pictured) - NetPRO Ethernet Interface for Cash Drawers
MMF - Advantage Cash Drawer
POS-X - EVO-C16H Heavy Duty Cash Drawer



MAG STRIPE READERS

ID TECH (pictured) - SecuRED Card Reader
MagTek - Dynamag Card Reader



TERMINALS

Toshiba (pictured) - SurePOS 700 POS Terminal
NCR - RealPOS 82XRT POS Terminal
PioneerPOS - Stealth Touch-M5 All-In-One Touchcomputer



LABEL PRINTERS

Datamax-O'Neil (pictured) - E-Class Mark III Label Printer
Zebra Technologies - ZT200 Series Label Printer



SCANNERS

Honeywell (pictured) - Hyperion 1300g Linear Imager
Motorola Solutions - LI2208 Linear Imager
Code - CR1400 Barcode Reader

BIG GROWTH IN THE BIG BOX MARKET:

Unwrap big box retail opportunities with solutions that give your end users the benefit of insight into underperforming spaces and the ability to improve operational efficiency. Use this invaluable information to build the perfect retail solution that helps your customers create loyalty programs, implement online ordering with in-store pick up, set up self-checkout or offer new payment methods.



TERMINALS

NCR (pictured) - RealPOS 82XRT POS Terminal
Toshiba - SurePOS 700 Terminal



LABEL PRINTERS

Citizen - CL-S521 Label Printer
Epson - TM-L90 Printer
Zebra Technologies (pictured) - ZT200 Series Label Printer



SCANNERS

Datalogic (pictured) - Magellan 9800i Scanner/Scale
Motorola Solutions - MP6000 Scanner/Scale
NCR - 7878 Scanner



RECEIPT PRINTERS

Epson (pictured) - TM-H6000IV Receipt Printer
NCR - RealPOS 7168 Receipt Printer



CASH DRAWERS

APG (pictured) - Series 4000 Cash Drawer
MMF - Advantage Cash Drawer



PAYMENT DEVICES

Ingenico (pictured) - iSC250 Payment Terminal
Magtek - DynaPro EMV Pin Pad
Verifone - MX915 Multimedia Payment Terminal



SELF SERVE CHECKOUTS

NCR (pictured) - SelfServ Checkout
Toshiba - Self Checkout System 6



KEYBOARDS

CHERRY - SPOS QWERTY Keyboard

FRESH SALES MADE DAILY: Grocery retailers are constantly fine-tuning their offerings to make sure they have the best products and value to respond to the needs of their customers. That means their POS systems need to be reliable, easy to use, fast and able to withstand a lot of abuse. Whether it's a price superstore or traditional supermarket, you can assist your grocery customers with self-service checkout lanes, loyalty programs, and mobile shopping advertising offerings that improve the on-the-go customer experience.



CASH DRAWERS

APG - Vasario 13x13 Cash Drawer
MMF (pictured) - VAL-u Line Series Cash Drawer
Posiflex - CR3000 POS Terminal



SCANNERS

Code - CR1400 Barcode Reader
Datalogic - Gryphon GD4400-B All in One Imager
Honeywell -Xenon 1900 Area Imager with Stand
Motorola Solutions (pictured) - DS9808 Multi-purpose Imager



RECEIPT PRINTERS

Citizen - CT-S651 Receipt Printer
Epson (pictured) - TM70II Receipt Printer



MOBILE LABEL PRINTERS

Datamax-O'Neil (pictured) - RL3 Portable Label Printer
Epson - P60II Label Printer
Zebra Technologies - QLn Series Label Printer



TERMINALS

J2 Retail Systems - 225 Touch Terminal
PioneerPOS - S-Line Terminal
Posiflex (pictured) - KS7200 Series POS Terminal



PAYMENT DEVICES

Ingenico - iSC250 Payment Terminal
Magtek - DynaPro EMV Pin Pad
Verifone (pictured) - MX915 Multimedia Payment Terminal

THE KEY TO C-STORES: As increased fuel efficiency for cars goes up, trips to the pump are going down. If fewer customers need fuel, convenience stores will need to find new ways to attract customers. This presents tremendous opportunities for resellers who provide solutions that drive in-store sales. Speed, space and efficiency are always key for C-stores, so the right POS system is crucial. There is also a growing trend toward innovative solutions that enable loyalty programs, utility bill payments, money transfers and more.



WIRELESS
Motorola Solutions - Wireless Access Point AP6521



DRIVE THRU
Panasonic - WX-H3027 Attune Headset



RECEIPT PRINTERS
Citizen - CT-S310II Receipt Printer
Epson (pictured) - TM-T88V Receipt Printer



CASH DRAWERS
APG - Series 100 Cash Drawer
Logic Controls - CR1000 POS System
MMF (pictured) - Advantage Cash Drawer



MAG STRIPE READERS
ID TECH - SecuRED Card Reader
MagTek (pictured) - Dynamag Card Reader



TERMINALS
Panasonic - Envo JS-90 Workstation
Pioneer (pictured) - Stealth S-Line POS Terminal
Toshiba - TCxWave POS Terminal



INTERACTIVE DISPLAY SYSTEMS
Elo Touch Solutions (pictured) - IDS Touch Display
Panasonic - Digital Signage Solutions

BOOST QSR SALES PDQ: There's no better time than right now to help quick-service restaurants align labor costs with customer traffic to increase profits. From digital signage to touchscreen kiosks, you can offer products that enable your QSR customers to maximize customer throughput and satisfaction. Plus, ScanSource Services Group's professional services team makes it easy to deploy wireless technologies across several customer locations and integrate seamlessly with their existing POS systems.



MOBILE DEVICES

Honeywell - Captuvo SL22 Enterprise Sled
Motorola Solutions - MC55 Mobile Computer
Socket Mobile (pictured) - SoMo 655



CASH DRAWERS

APG (pictured) - Vasario 16x16 Cash Drawer
MMF - Heritage Series Cash Drawer



TABLETS

Elo Touch Solutions (pictured) - Tablet
Panasonic - Toughpad Tablet
Pioneer POS - Asterix Dash Tablet



RECEIPT PRINTERS

Citizen - CTS310II Receipt Printer
Epson (pictured) - TM-T88V Receipt Printer



TERMINALS

J2 Retail Systems (pictured) - 225 Touch Terminal
Toshiba - TCxWave POS Terminal

FIVE-STAR RATINGS: White tablecloths may change the ambiance and pace of upscale destinations, but accuracy, consistency and speed remain key. Retail solutions that quickly improve ticket time and food costs are welcome in any kitchen if it means you can help your customers maximize customer experience with timely service. Plus, don't miss out on the exciting tablet trend, which patrons use to learn more about a particular wine before ordering it - boosting beverage sales!



THE BENEFITS
RSPA HAS THE GOODS FOR RETAIL SOLUTIONS PROVIDERS

**WE'VE GOT THE BENEFITS
PACKAGE FOR RETAIL
SOLUTIONS PROVIDERS!**

RSPA is the only association dedicated to the retail technology industry. Our membership is comprised of resellers, hardware manufacturers, software developers, service providers and distributors like ScanSource who all bring retail technology solutions to the marketplace. RSPA is committed to providing our members with the best education, certification programs, networking opportunities, legal services, shipping discounts and much more.

Let us talk to you about all the benefits that come with an RSPA Membership today. For more information contact us at Membership@GoRSPA.org or give us a call at 800.782.2693, M-F 8AM-5PM EST.

www.GoRSPA.org