

Herman Konings @ Finnpanel

Helsinki - 04.02.2016



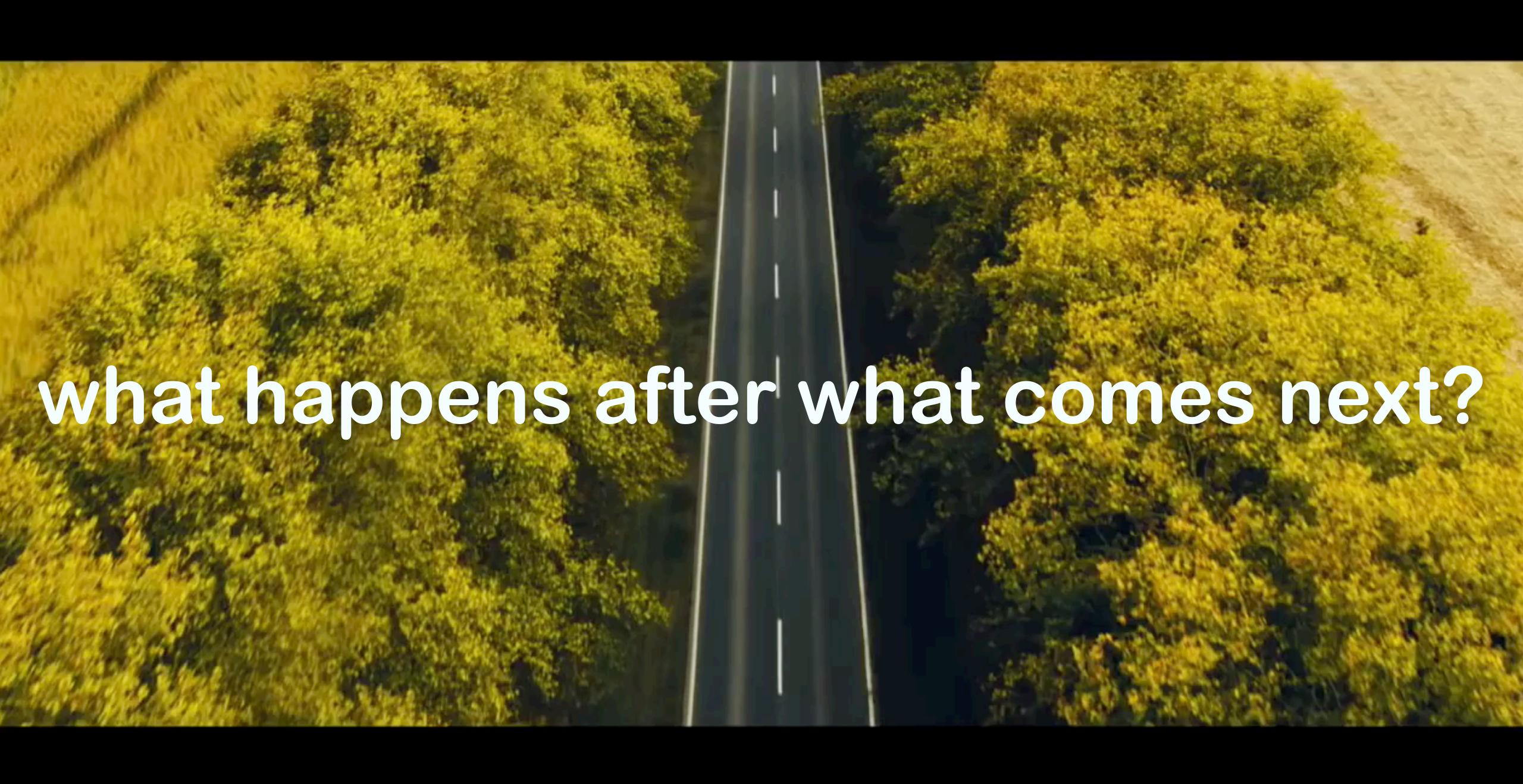


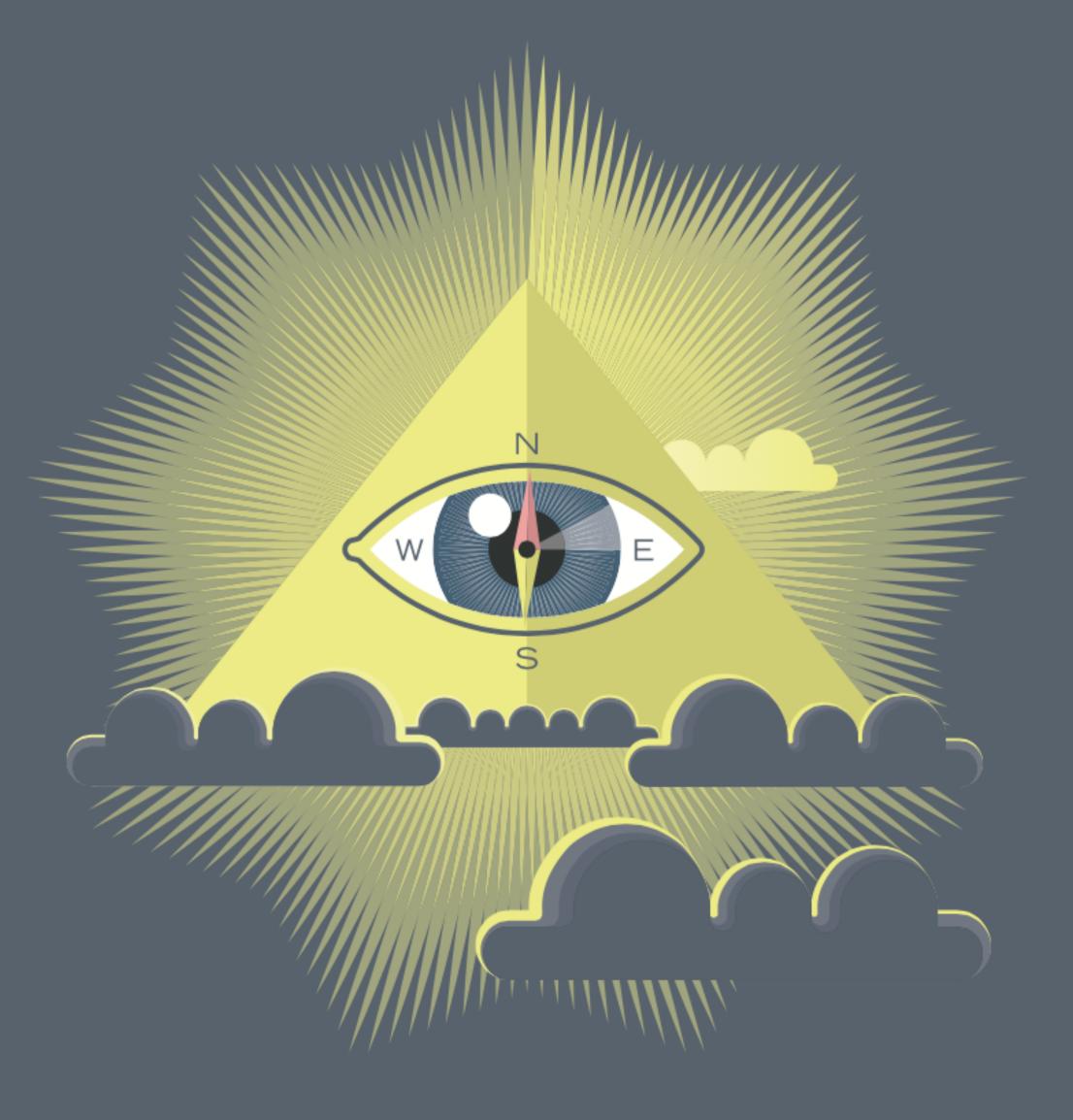


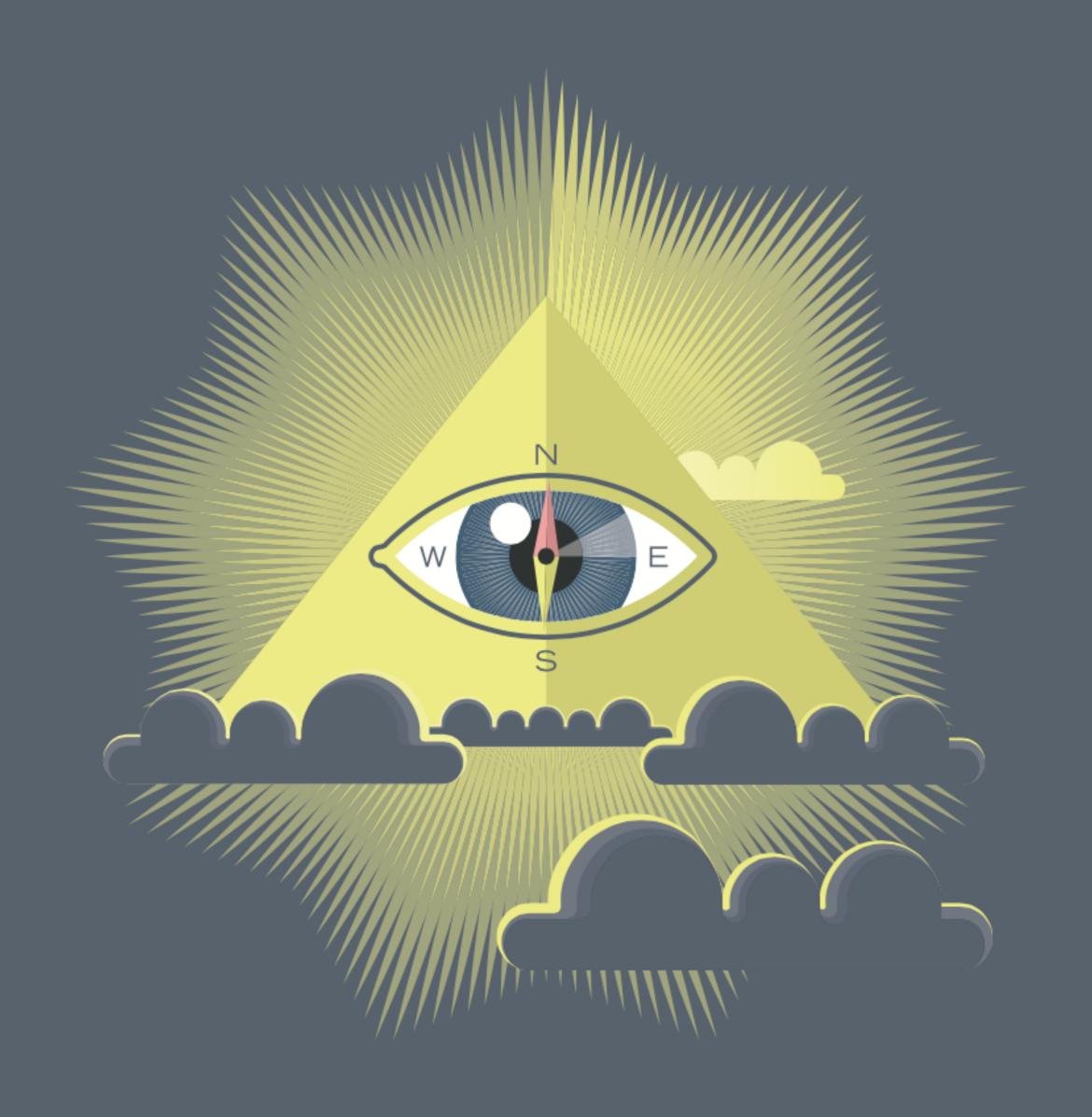


CATHEDRAL CHALLENGES









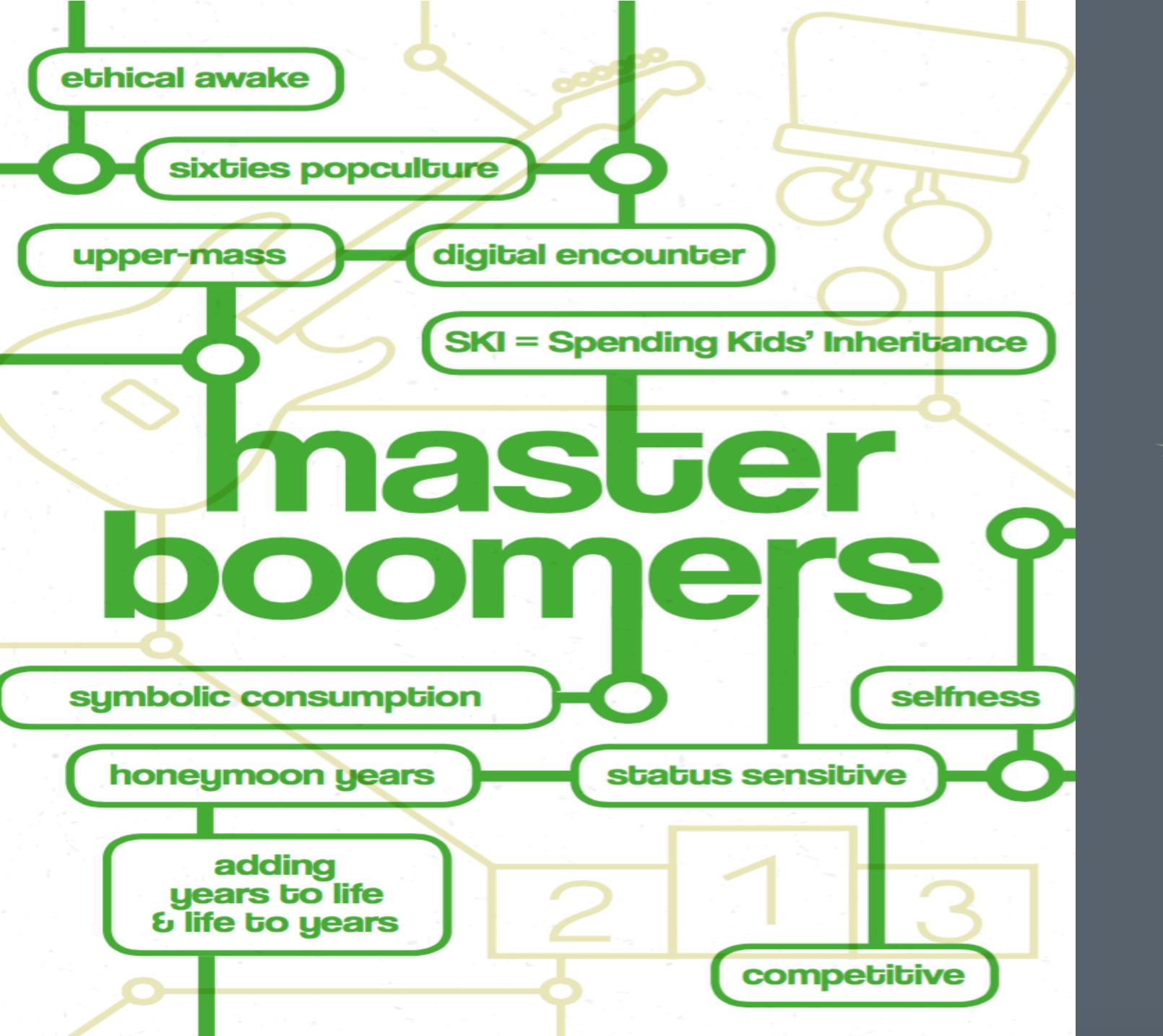
RELEVANCE MARKETING



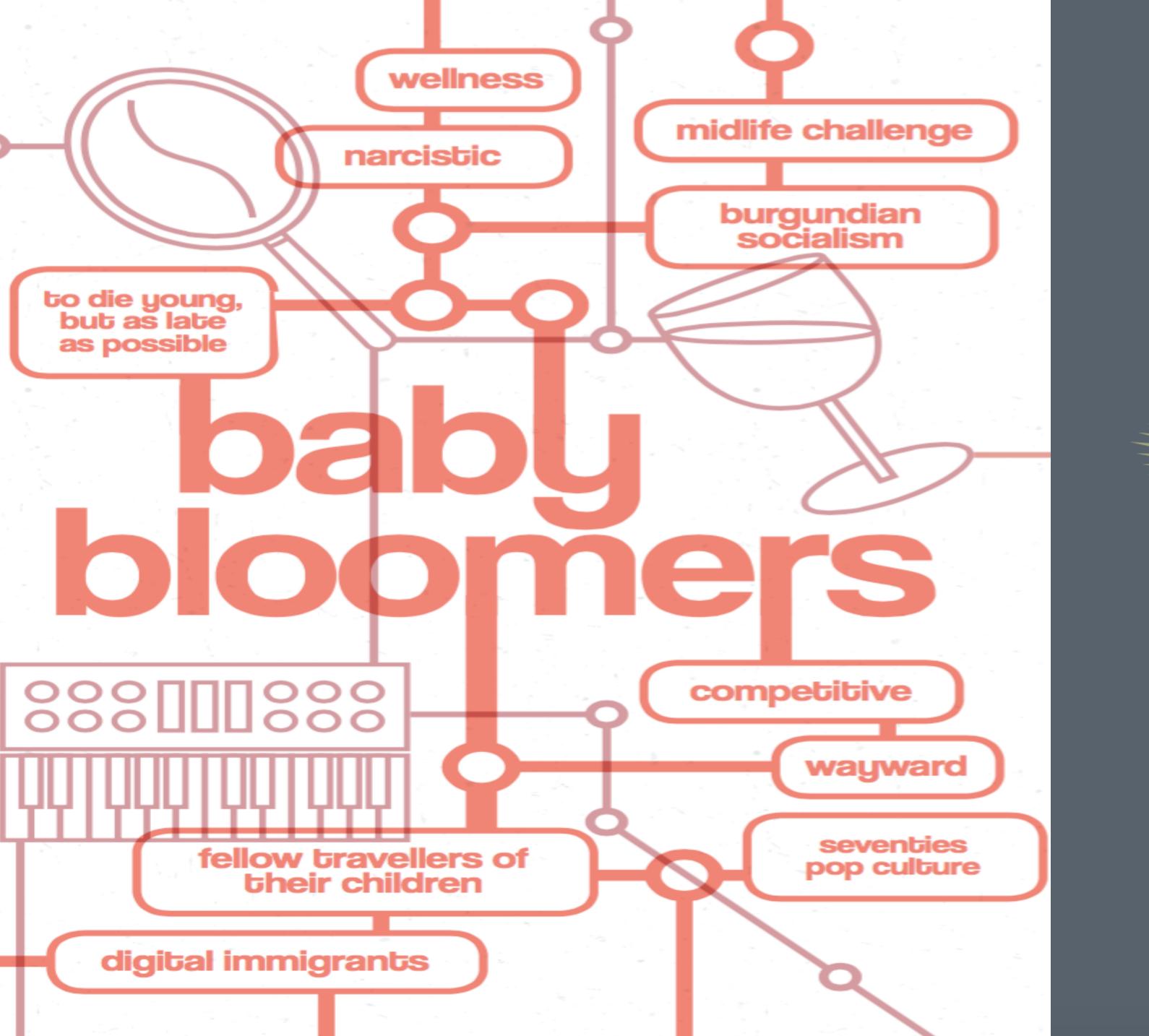


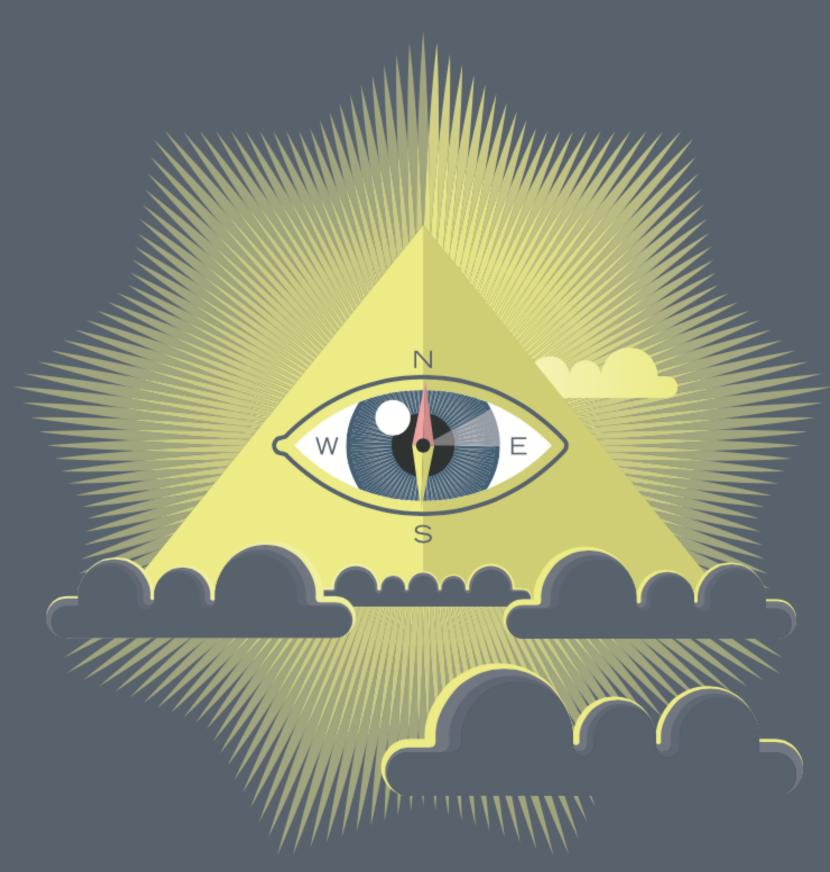
THE FUTURE (OF RADIO) IS PLATFORM AGNOSTIC

A Secretarial Control of the Control	85+
SILENT GENERATION	81-85
A CONTRACTOR OF THE STATE OF TH	76-80
ŤĬĸĸĬĸĬĸĬĸĬĸĬĬĸĸĬĬĸĸĬĸĸĬĸĸĬĸĸĬĸĸĠſĸĹĸĸĸĸĸĸĸĸĸĸ	71-75
MASTER BOOMERS	66-70
	61-65
	56-60
BABYBLOOMERS	51-55
	46-50
	41-45
PRIME BUSTERS	36-40
Manager and the state of the st	31-35
	26-30
MILLENNIALS	21-25
	16-20
	11-15
DIGITAL ABORIGINALS	6-10
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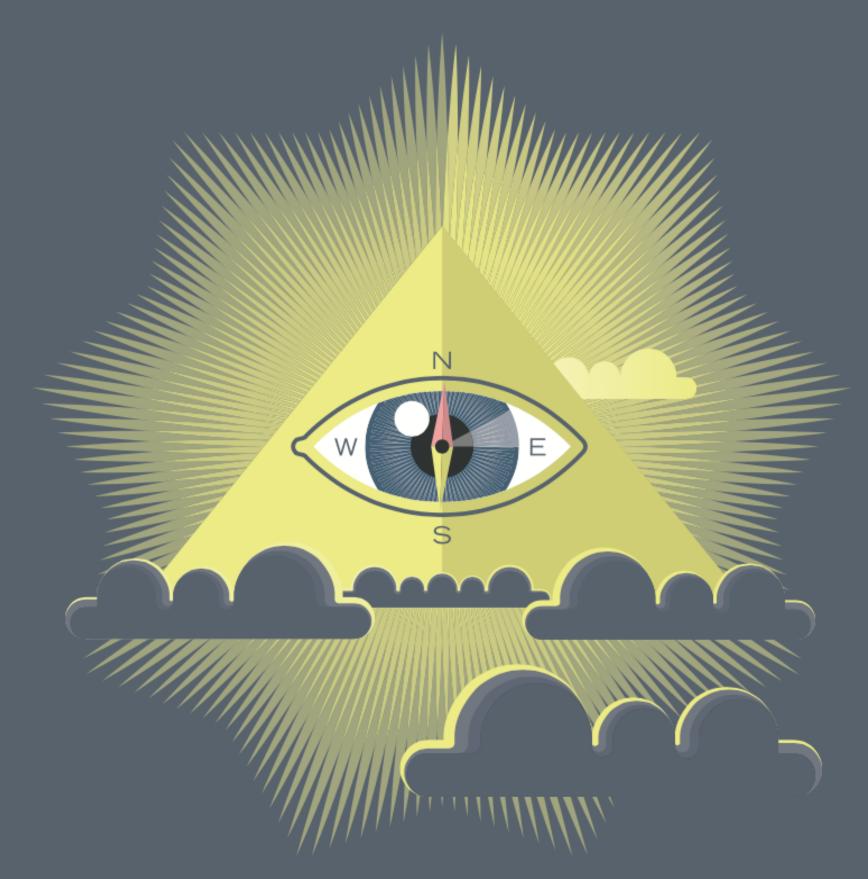














In five years, buying local will be at online.

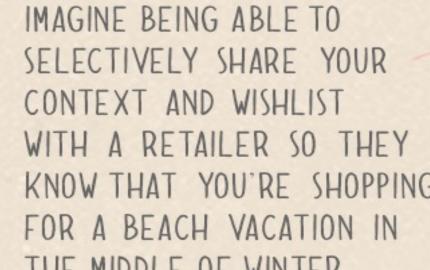
ONLINE SALES FOR THE FIRST TIME TOPPED S1 TRILLION LAST YEAR AND CONTINUE TO GATHER STEAM.



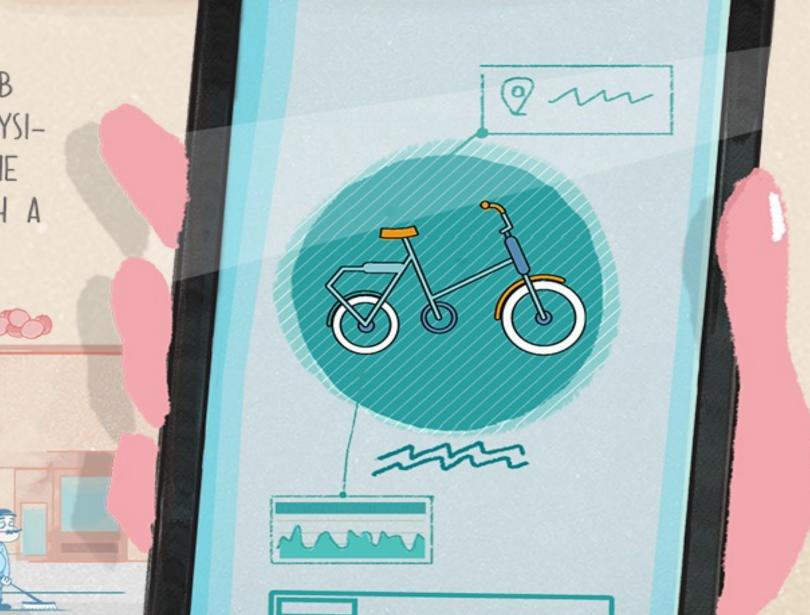
"IN FIVE YEARS, LOCAL STORES WILL MERGE DIGITAL WITH THE INSTANT GRATIFICATION OF PHYSICAL RETAIL TO OFFER A MORE IMMERSIVE AND PERSONALIZED SHOPPING EXPERIENCE AND MAKE SAME-DAY DELIVERY A SNAP. ??

LOCAL STORES WILL BRING THE WEB SIMA NADLER RIGHT TO WHERE SHOPPERS CAN PHYSI-IBM RESEARCHER CALLY TOUCH IT. BY ENHANCING THE IMMEDIACY OF PHYSICAL RETAIL WITH A MAGNIFIED DIGITAL EXPERIENCE.

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USING YOUR MOBILE DEVICE. YOU CAN MATCH ITEMS WITH YOUR VIRTUAL WARDROBE. RECOMMENDATIONS FROM FRIENDS OR BE ALERTED IF A PRODUCT CONTAINS INGRE-DIENTS YOU'RE ALLERGIC TO.



CLOUD-BASED TECHNOLOGIES WILL

GIVE BOTH SALES ASSOCIATES AND

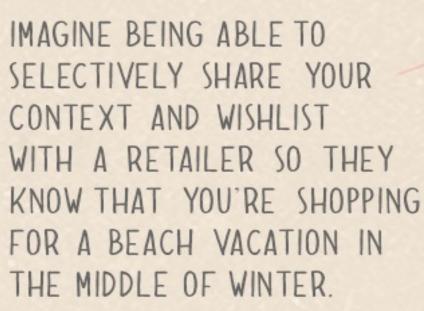
AND REVIEWS AND HELP BUYERS

TAILOR STORE INVENTORY TO

CUSTOMER DEMAND.

SHOPPERS RICH PRODUCT INFORMATION









ONLINE SALES FOR THE FIRST TIME TOPPED S1 TRILLION LAST YEAR AND CONTINUE TO GATHER STEAM.



"IN FIVE YEARS, LOCAL STORES PHYGITALSPACES

LOCAL STORES WILL BRING THE WEB RIGHT TO WHERE SHOPPERS CAN PHYSI-CALLY TOUCH IT. BY ENHANCING THE IMMEDIACY OF PHYSICAL RETAIL WITH A MAGNIFIED DIGITAL EXPERIENCE.



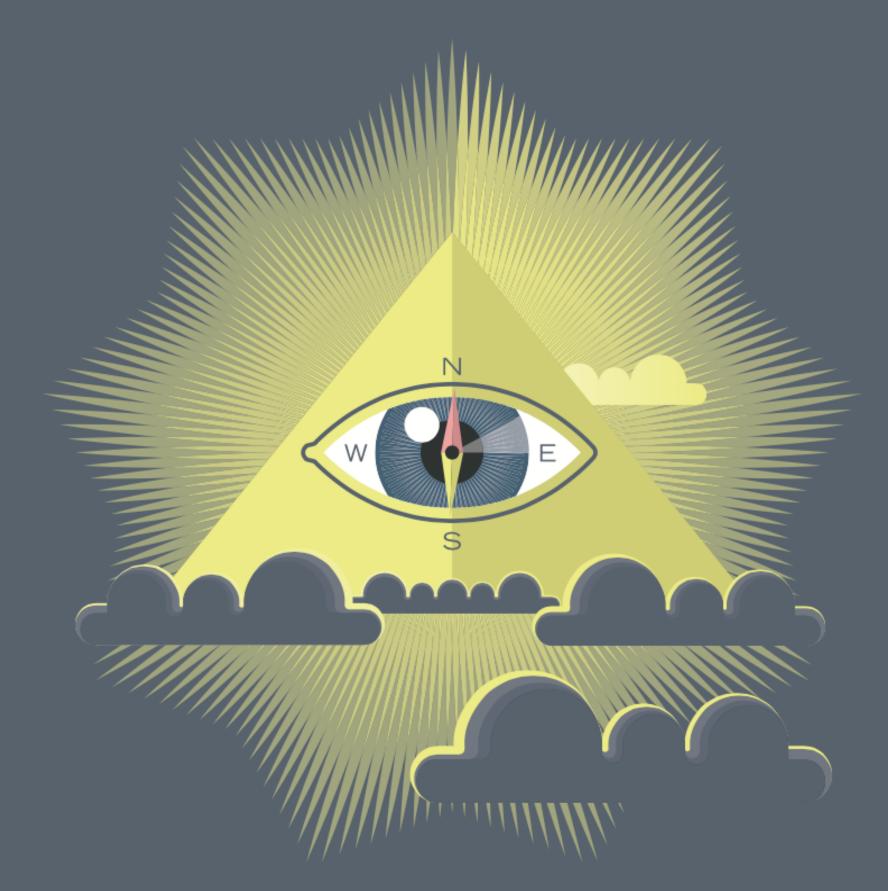


IMAGINE BEING ABLE TO SELECTIVELY SHARE YOUR CONTEXT AND WISHLIST WITH A RETAILER SO THEY KNOW THAT YOU'RE SHOPPING FOR A BEACH VACATION IN THE MIDDLE OF WINTER.

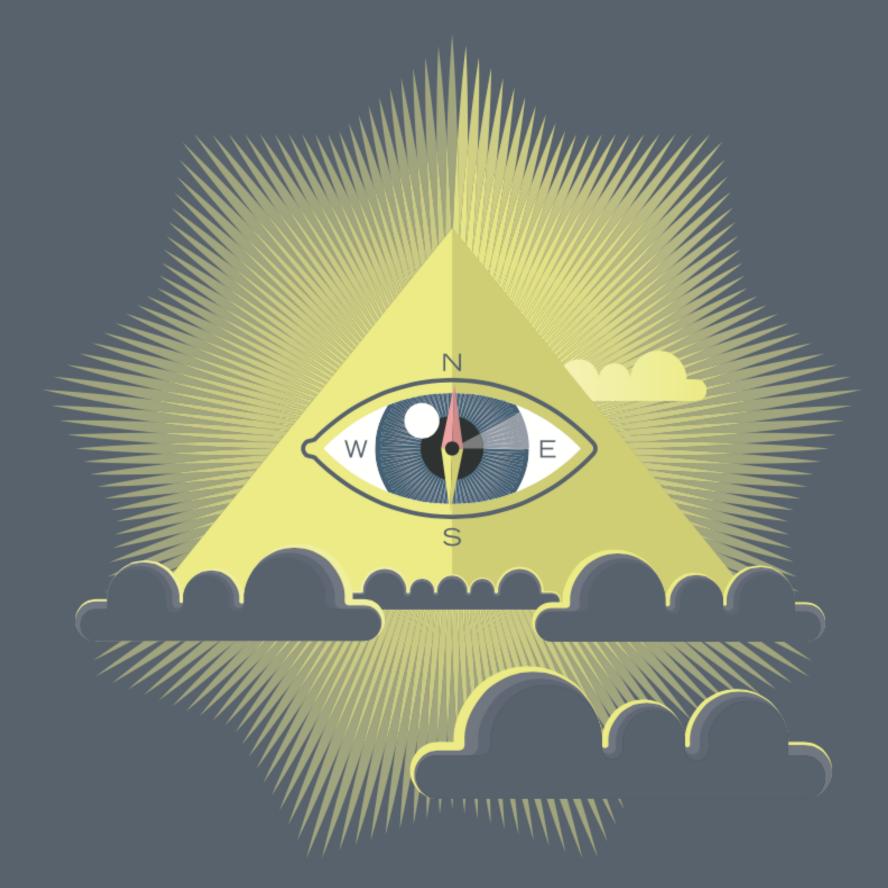
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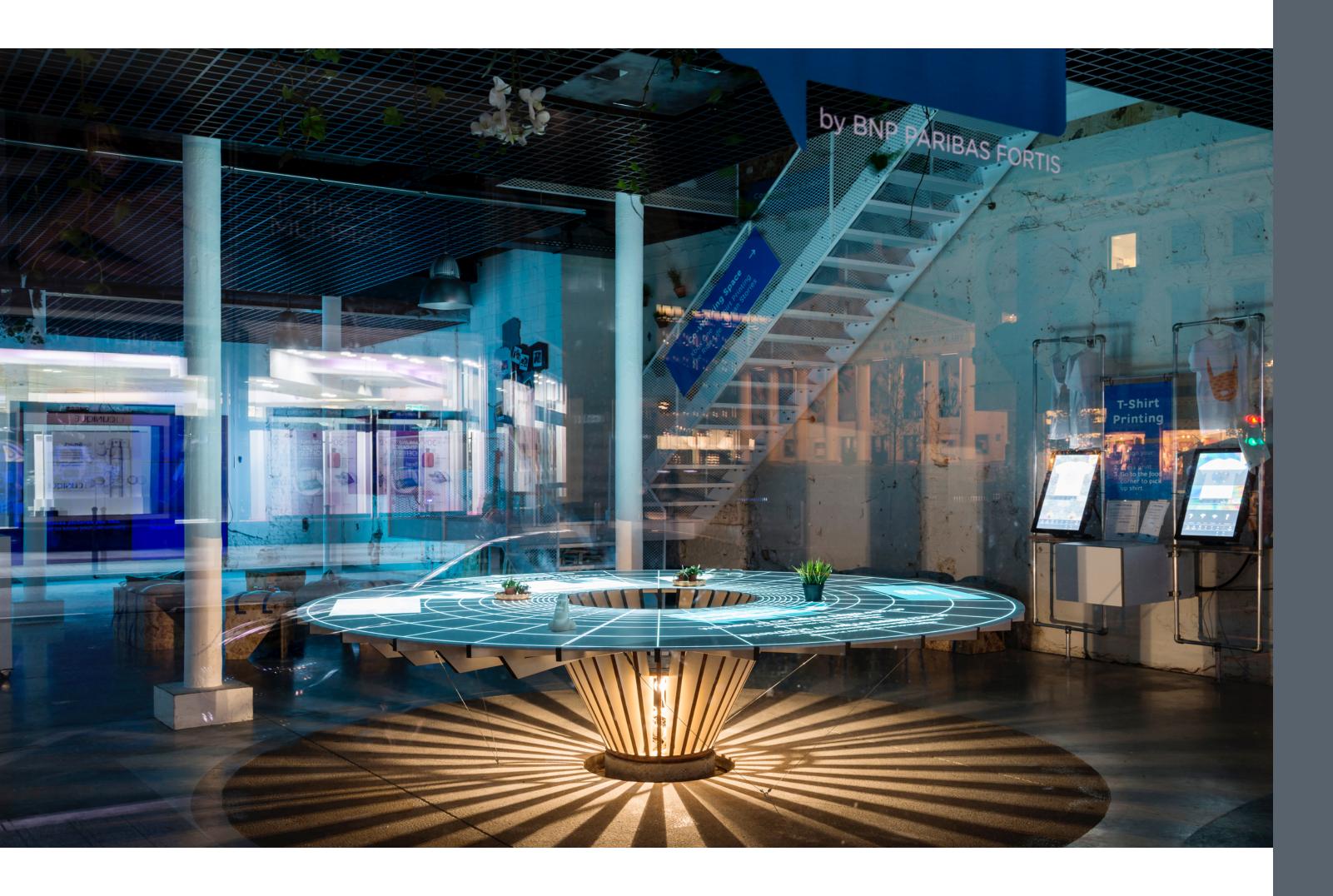








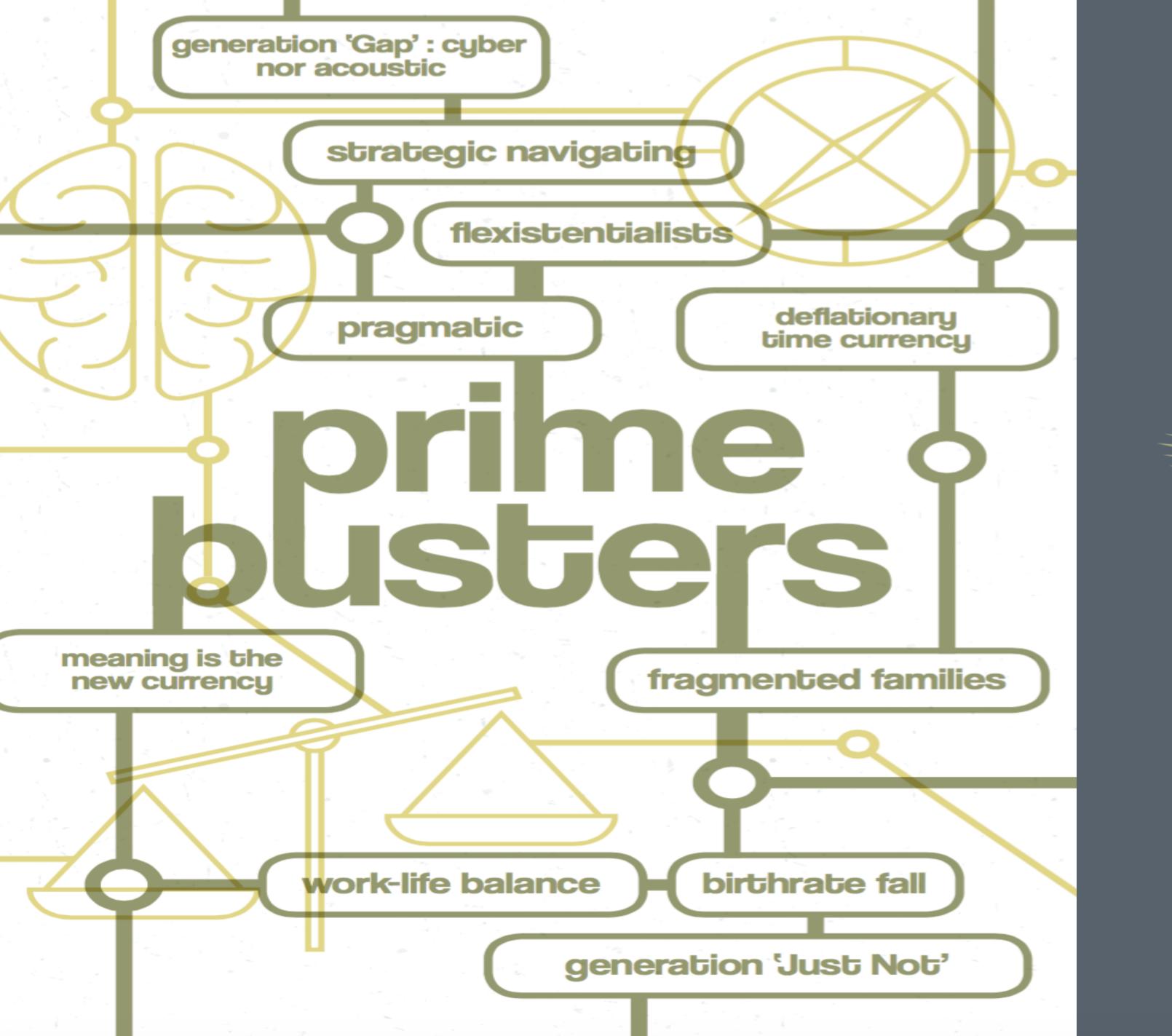


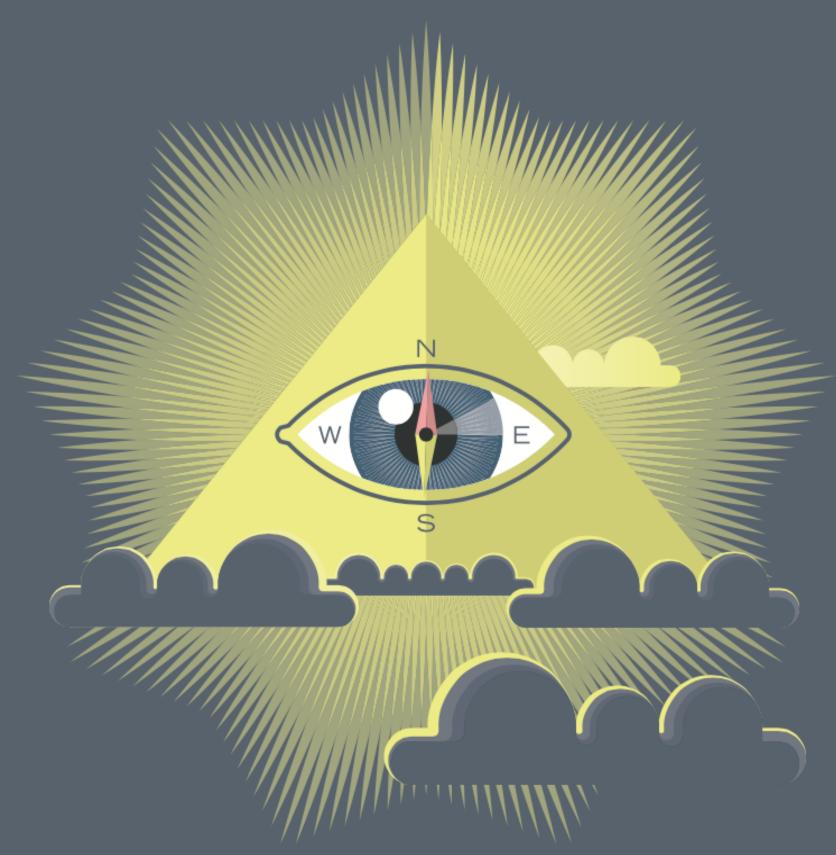




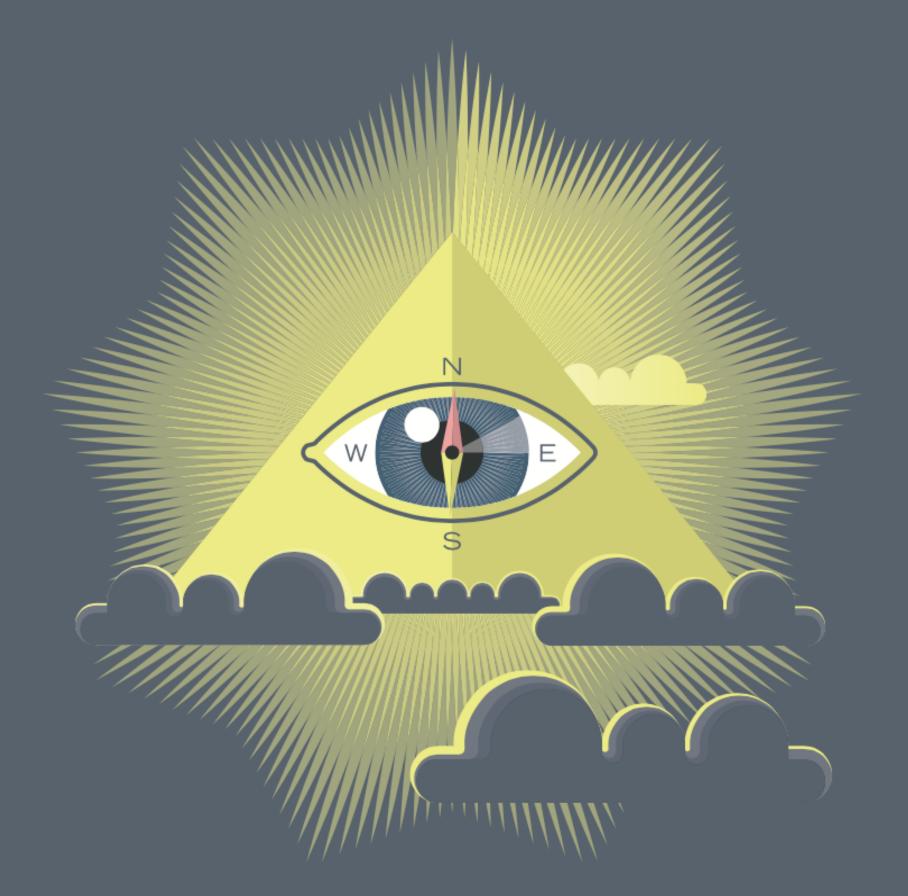


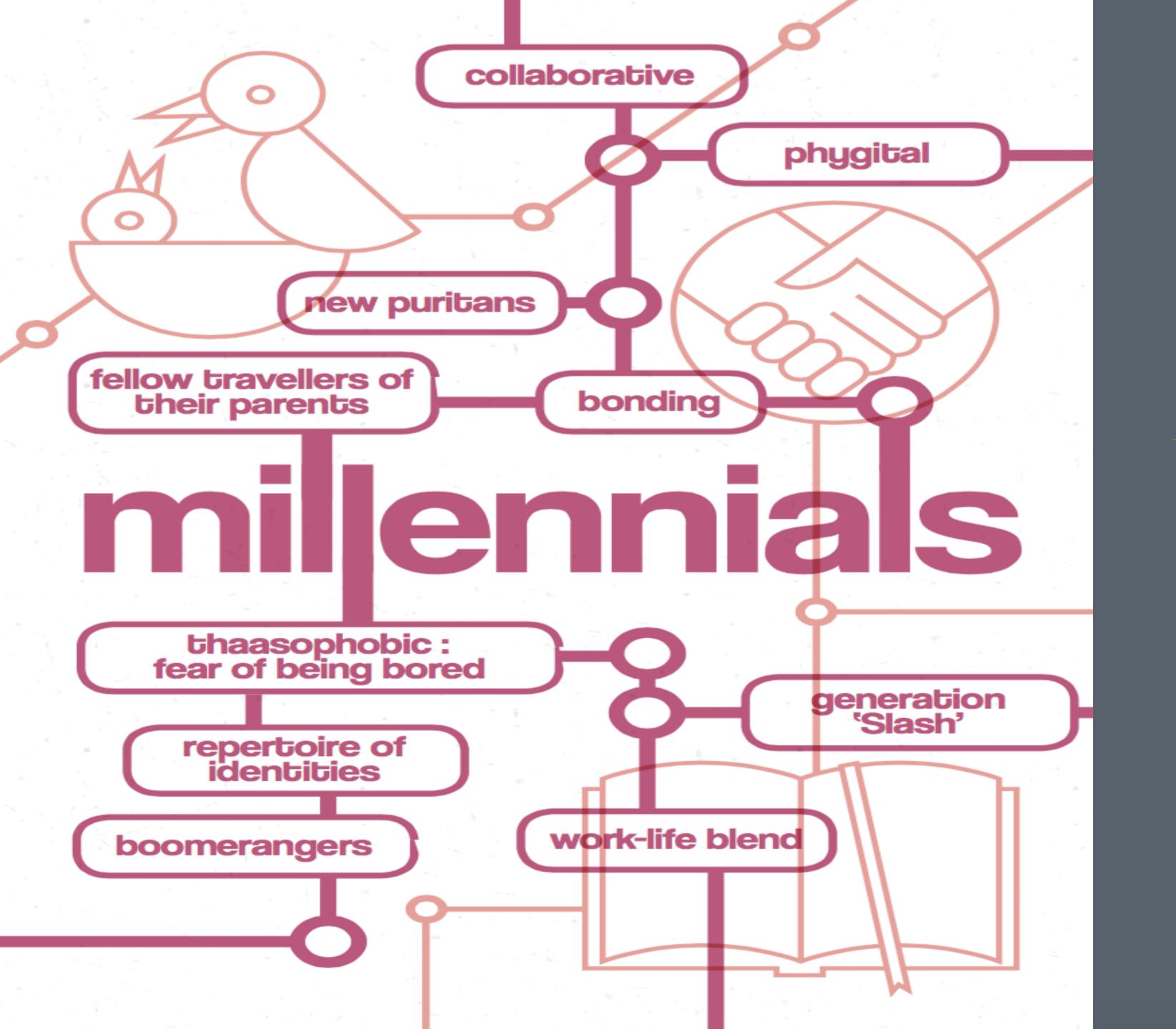


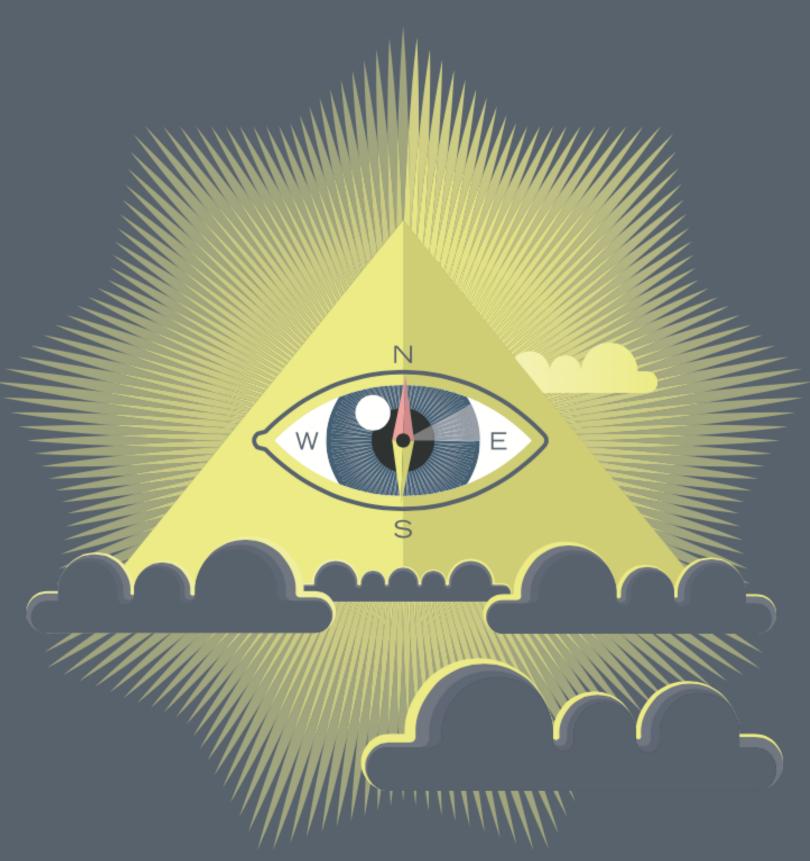




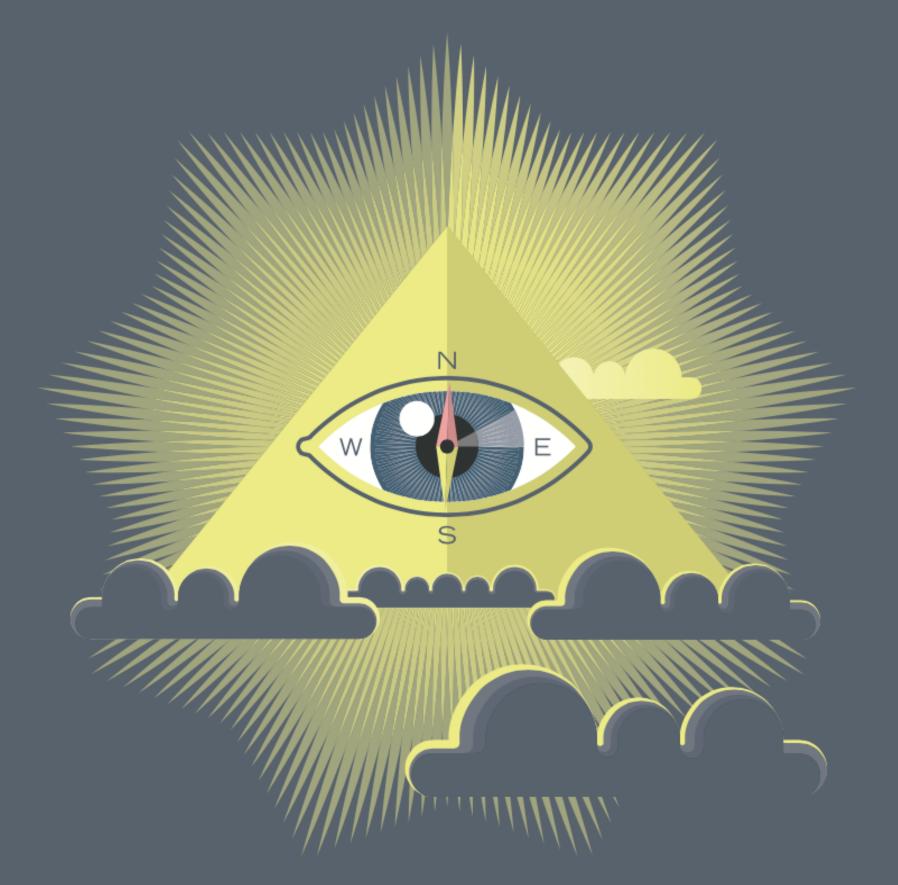




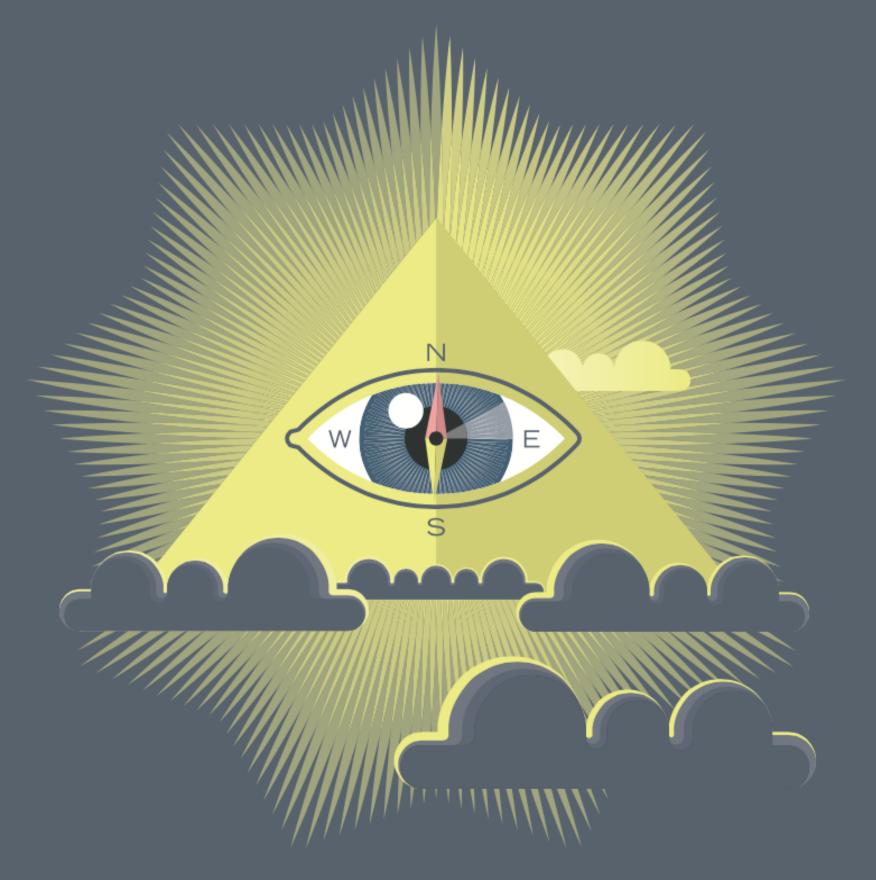


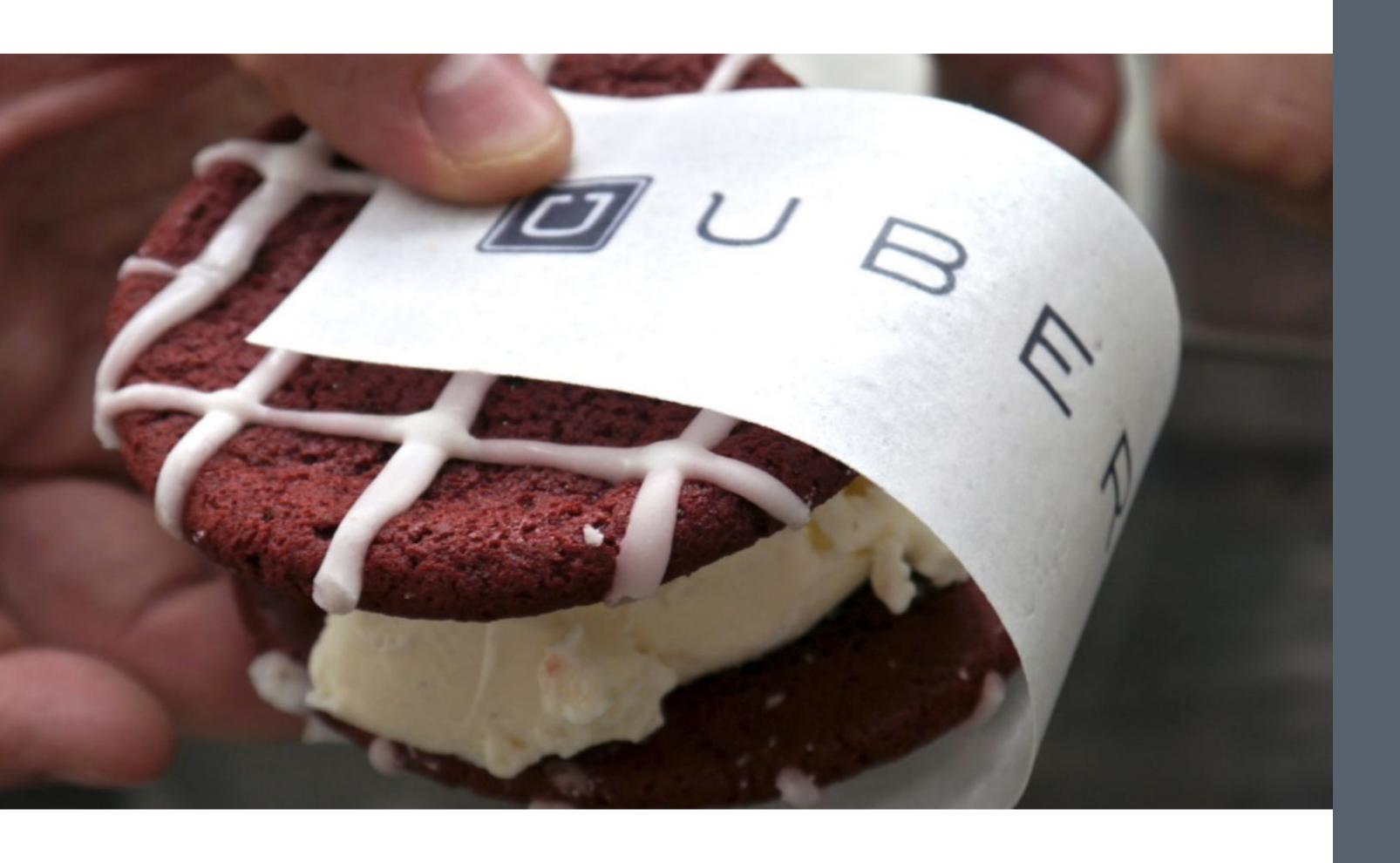


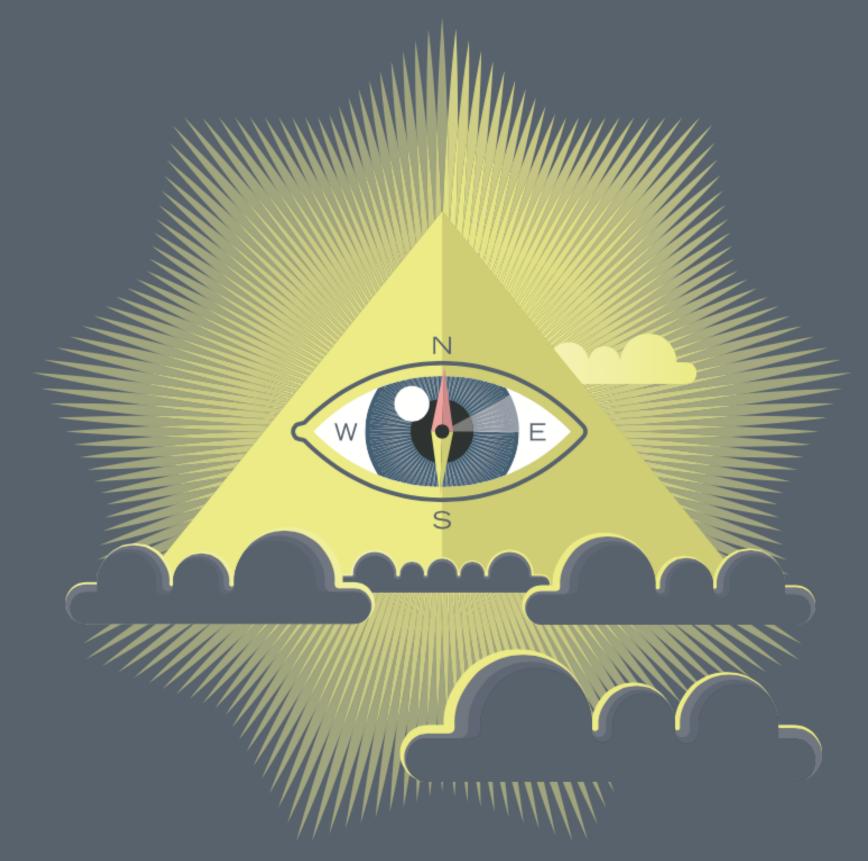






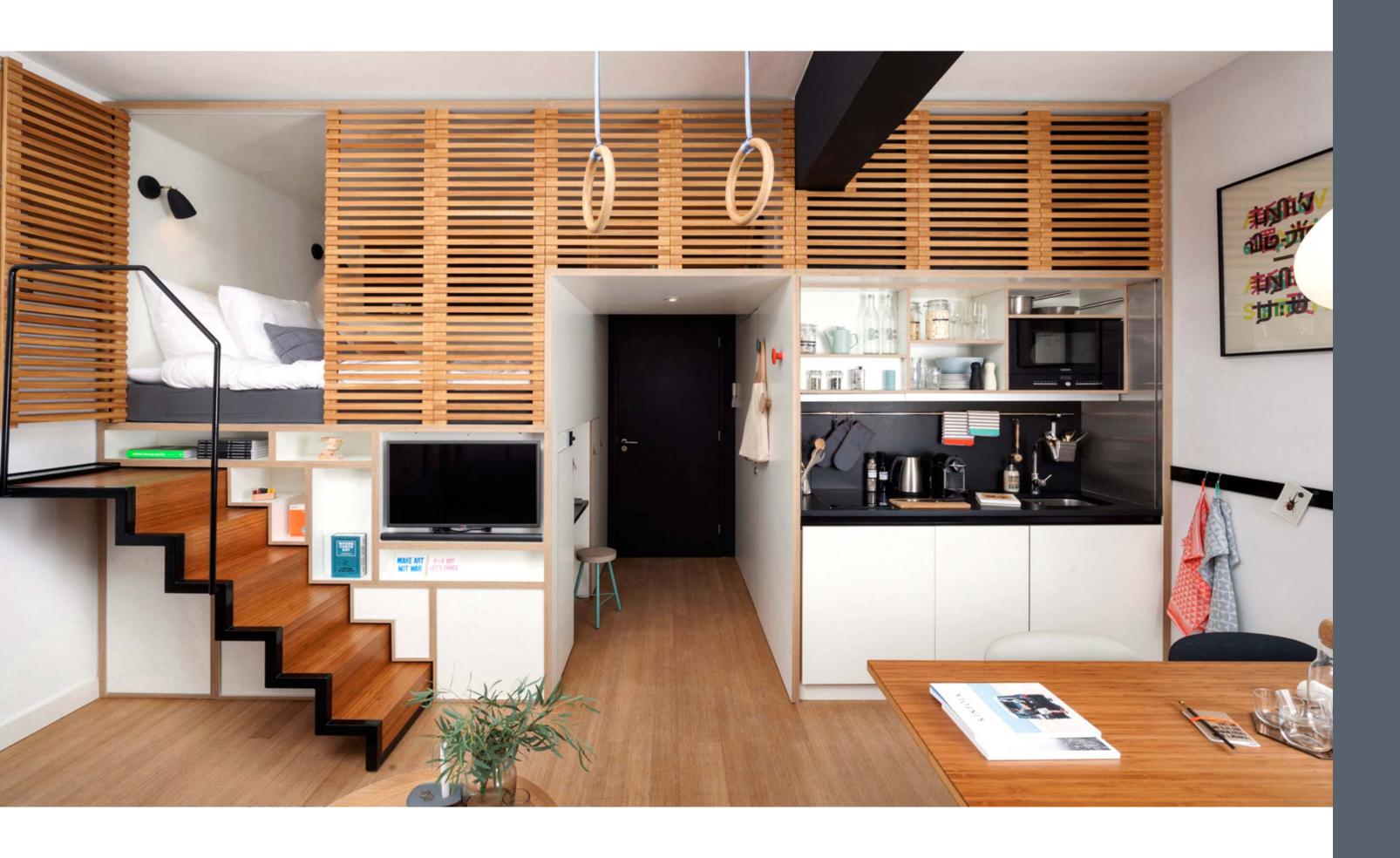












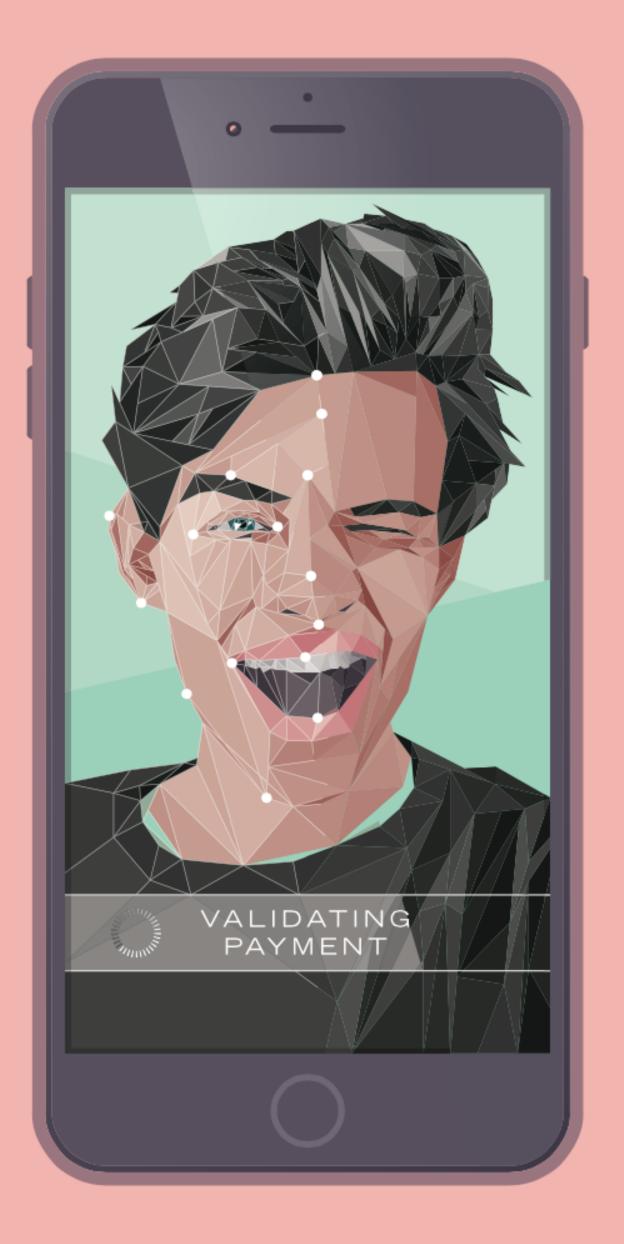






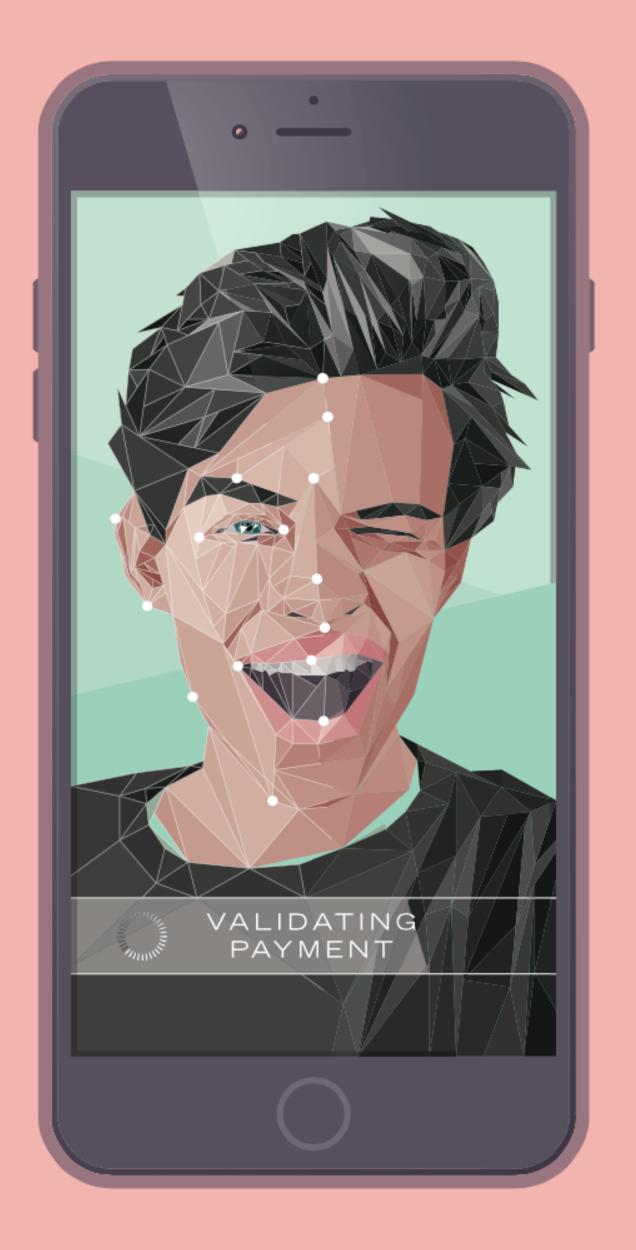


close to closing...

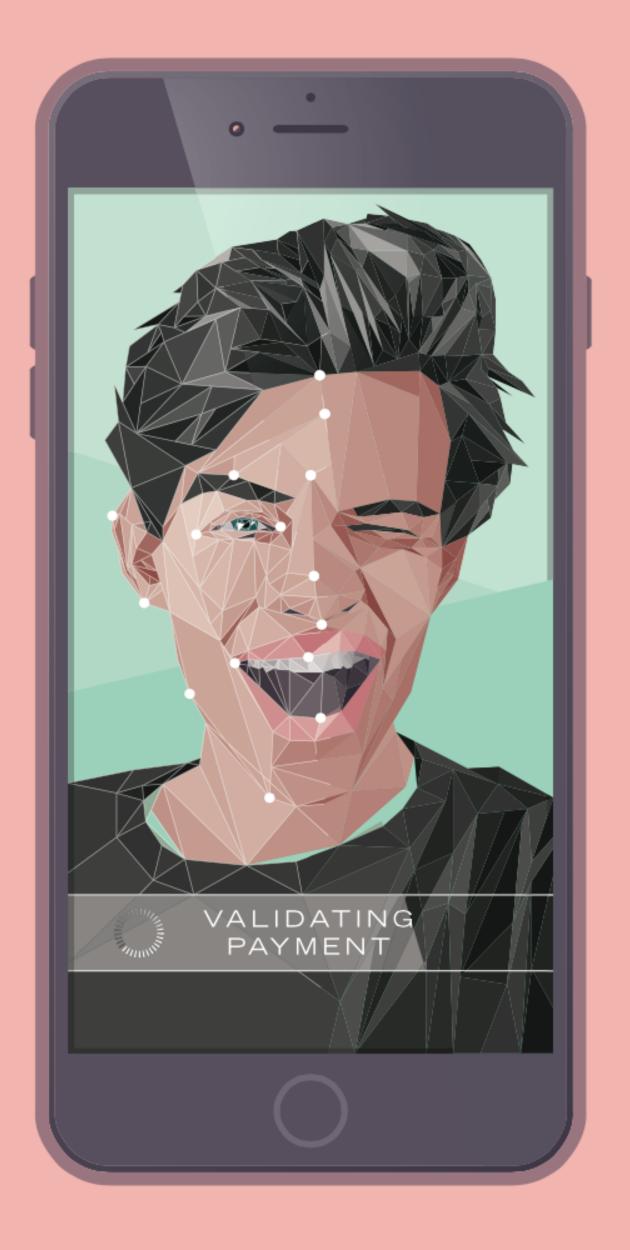




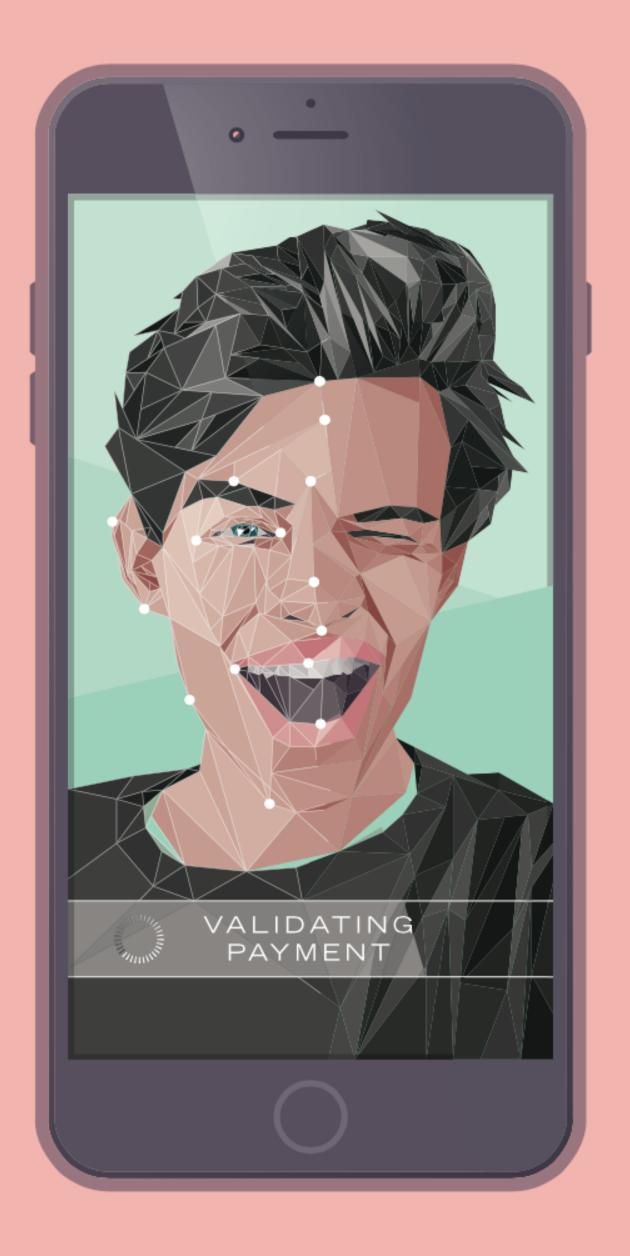
computers register



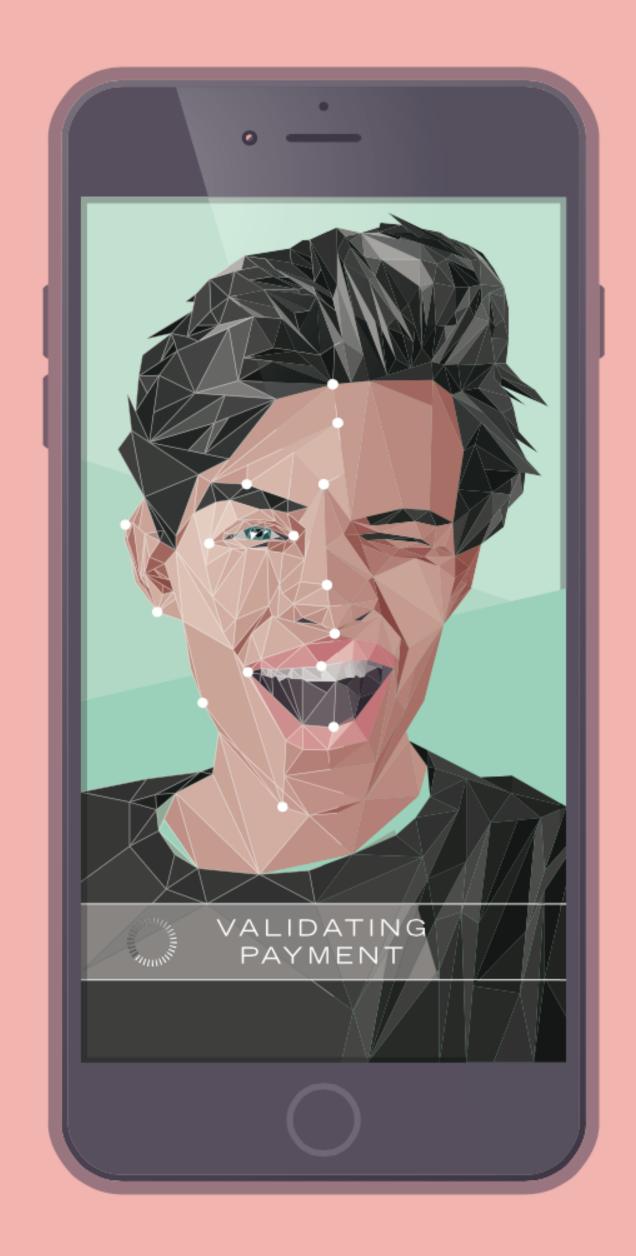
humans listen



computers personalize



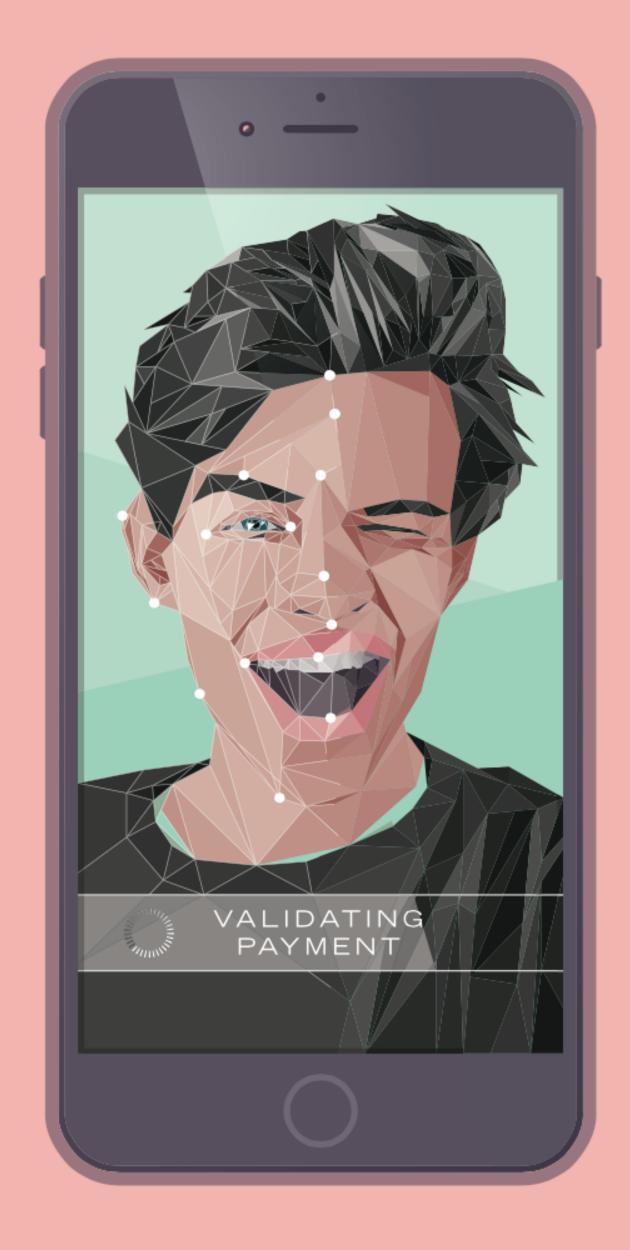
humans make it personal



computers predict

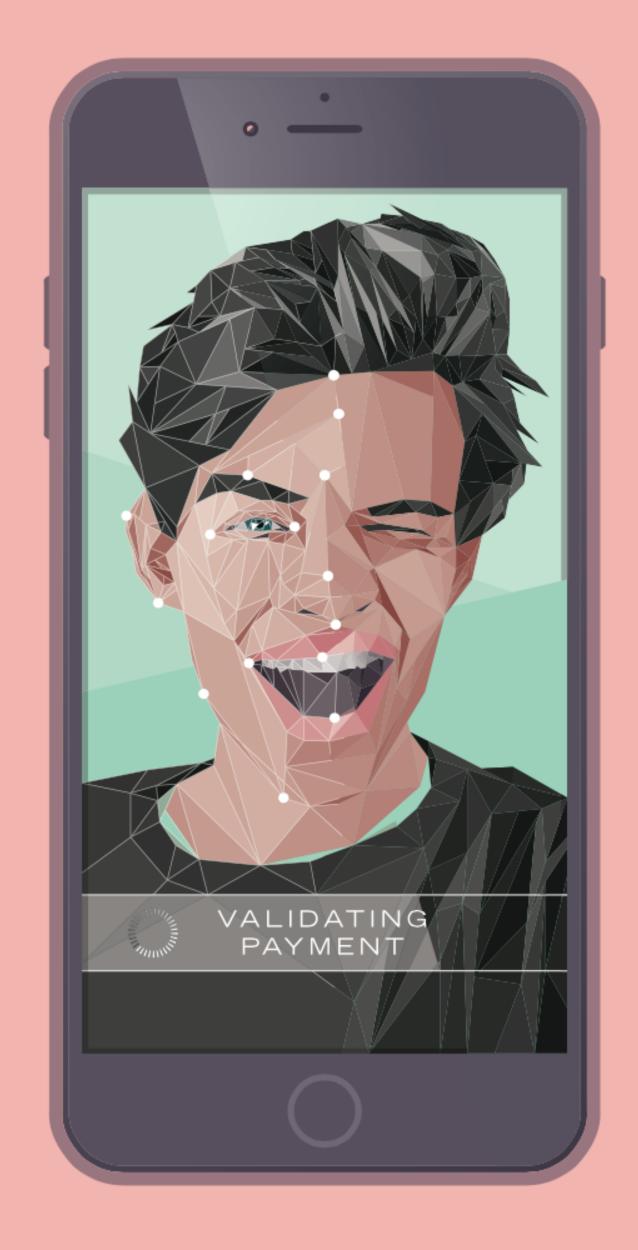


humans surprise





the story continues once the book closes





the story continues once the <u>radio</u> closes

