



SPI SOFTWARE
DATA FOR FURNITURE BUSINESS

SPI Software

Data for the Furniture Business

Selecting Software to
Enhance Customer Experience &
Improve Productivity

March 28, 2018

Booth 617

Selecting Software to help you

- Enhance Customer Experience
- Improve Business Productivity

Forces impacting decision criteria

- Technology Innovation
- Consumer Behavior



**Cabinets
& Closets**
Conference & Expo

March 27-29, 2018

Pasadena Convention Center

Pasadena, CA

Inspire & Display

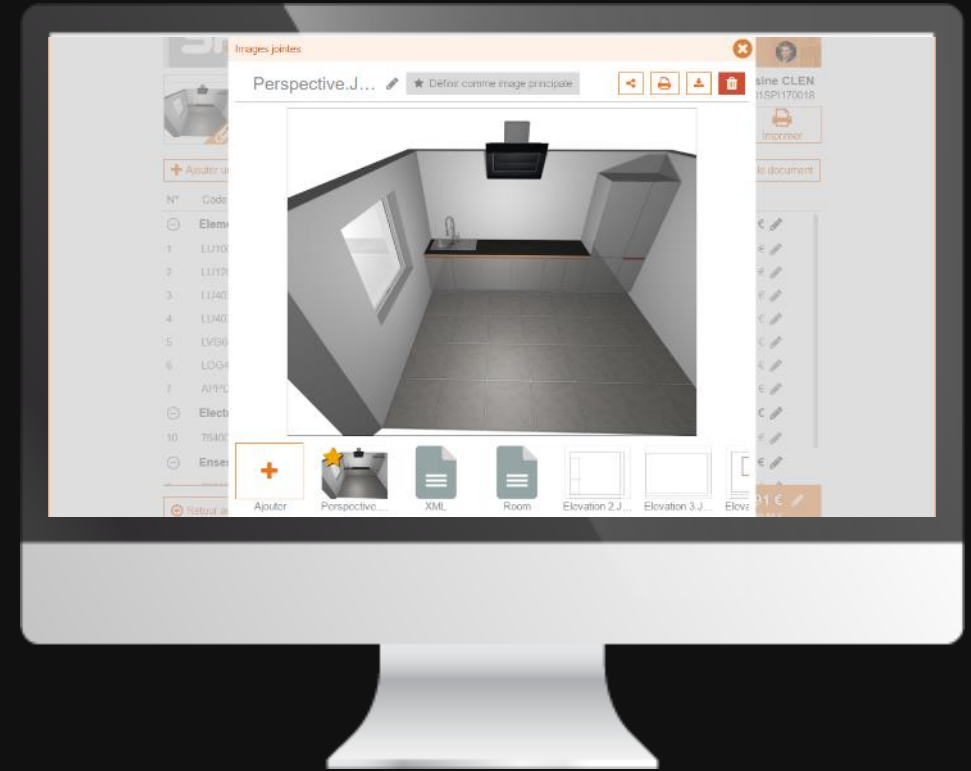
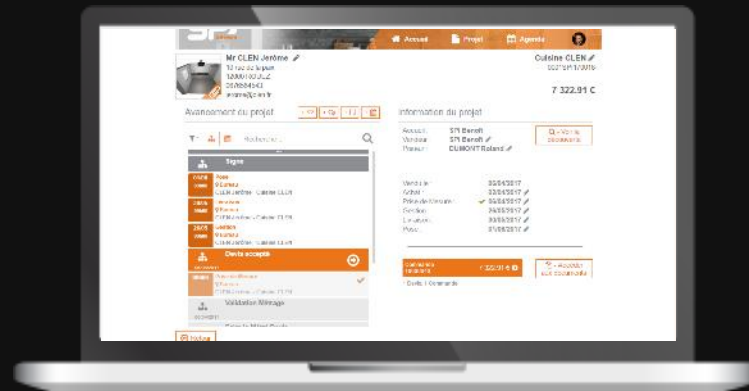
CGI Images and Videos
to simplify your visual
communication





Impact of Technological innovation on consumer behaviour

By deploying e-commerce sites accessible via mobile devices (tablets, smartphones) and cloud-based apps, Consumers can now reach Retailers Any Time, Any Place via Any Device

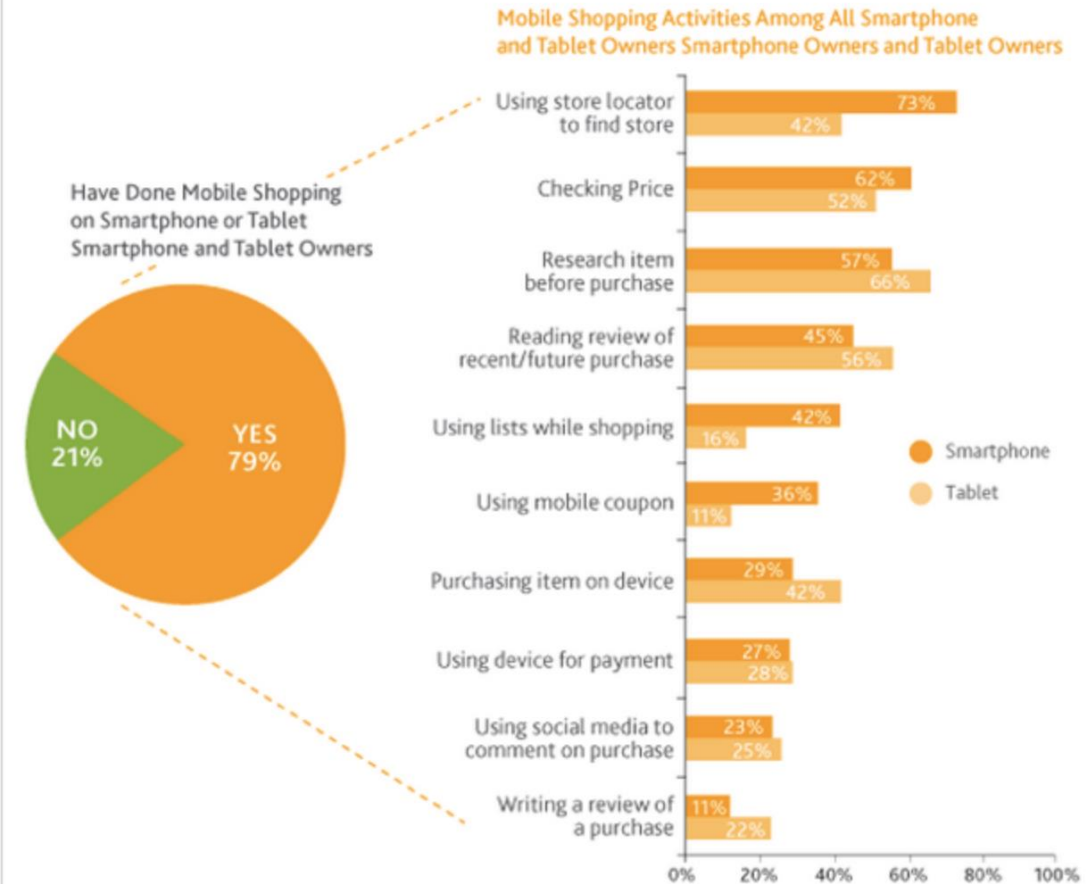


Mobile Devices are now being used everywhere



SPISoftware
DATA FOR FURNITURE BUSINESS

Most US Smartphone and Tablet Owners Use Their Devices for Shopping-related Activities



Source: Nielsen

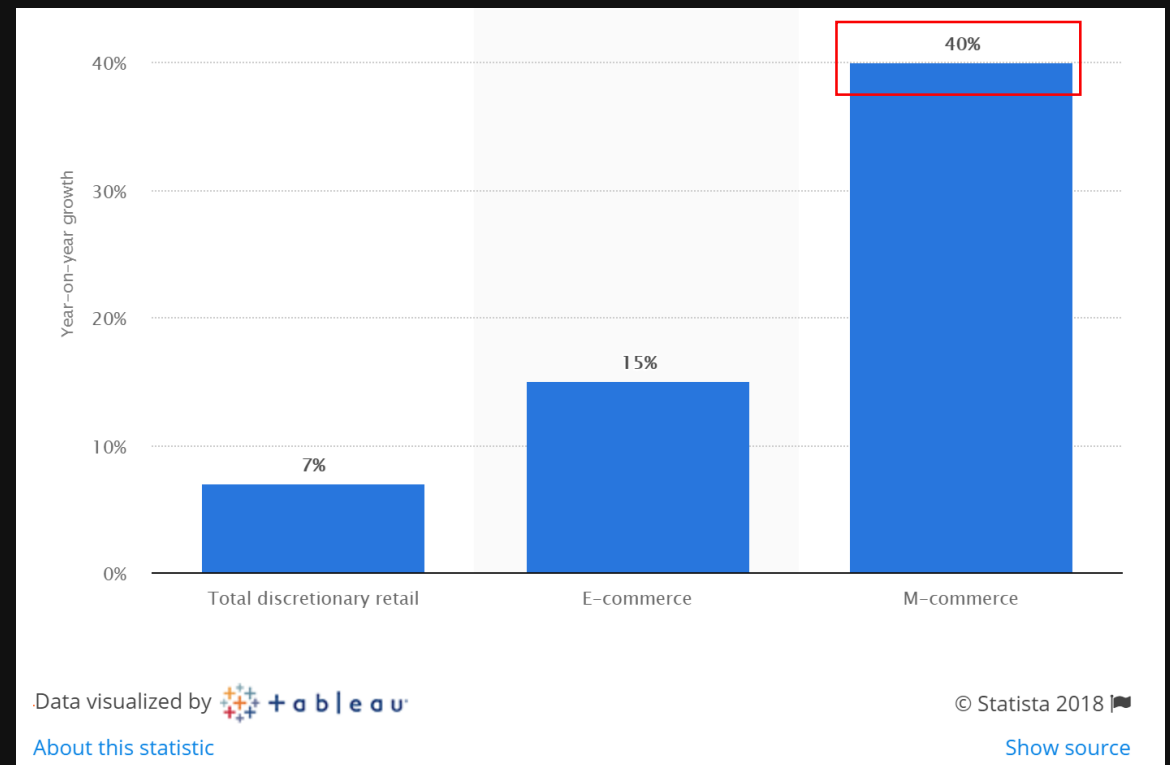
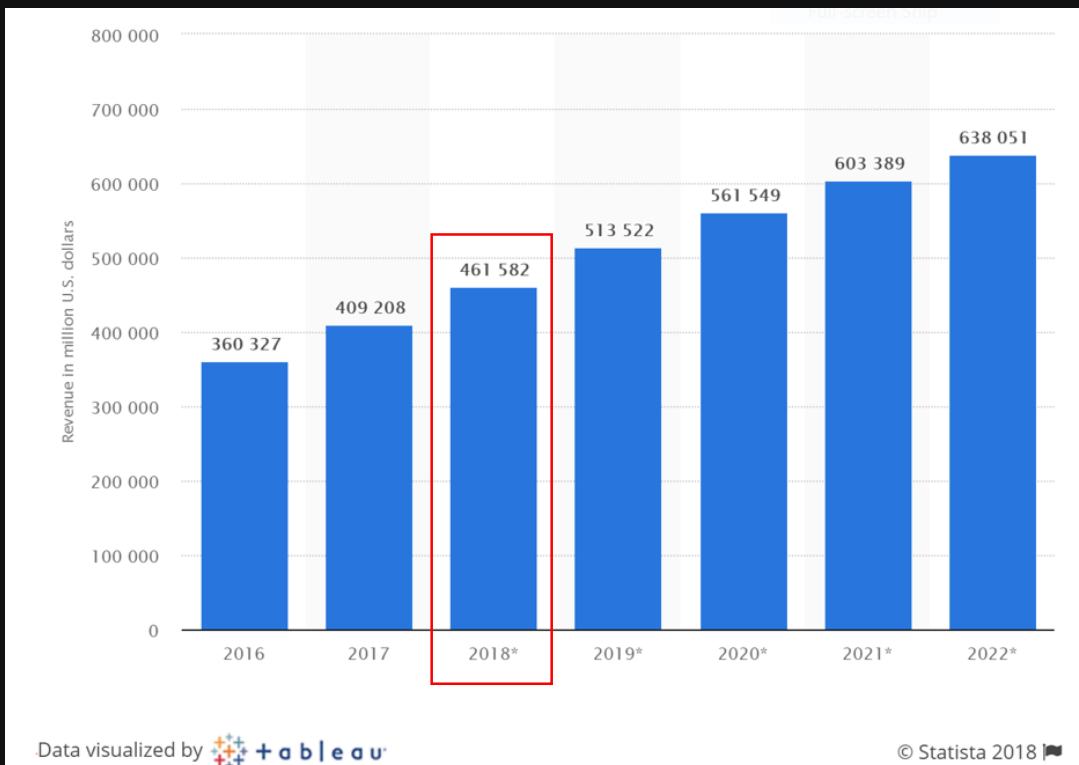
nielsen



Evolving Consumer Behavior

Retail e-commerce Sales in USA from 2016-2022 in \$M

M-Commerce share of total digital commerce spending

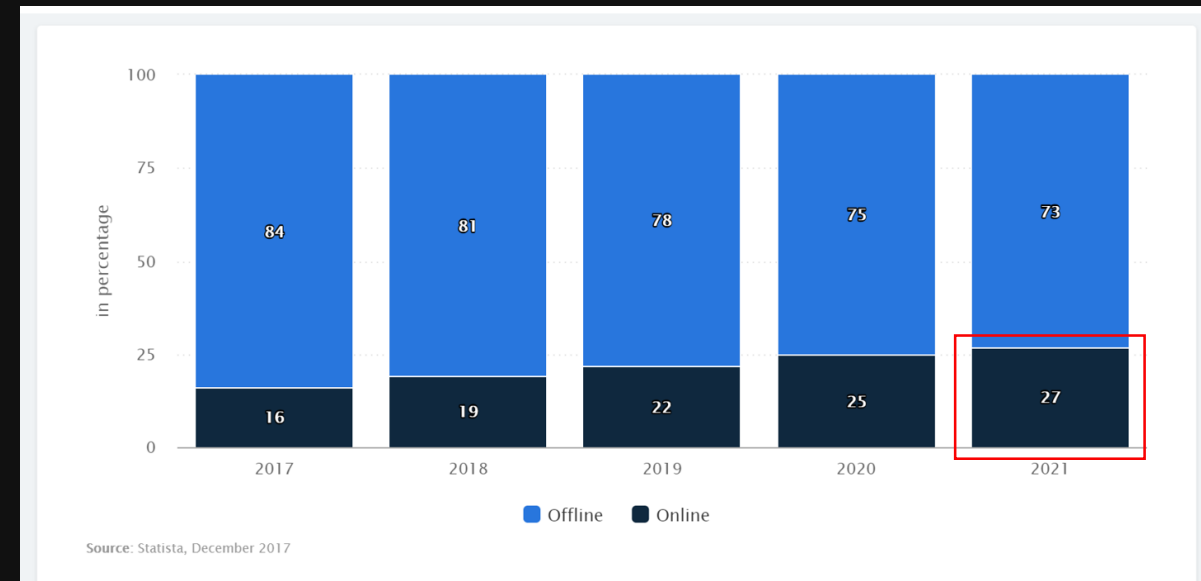
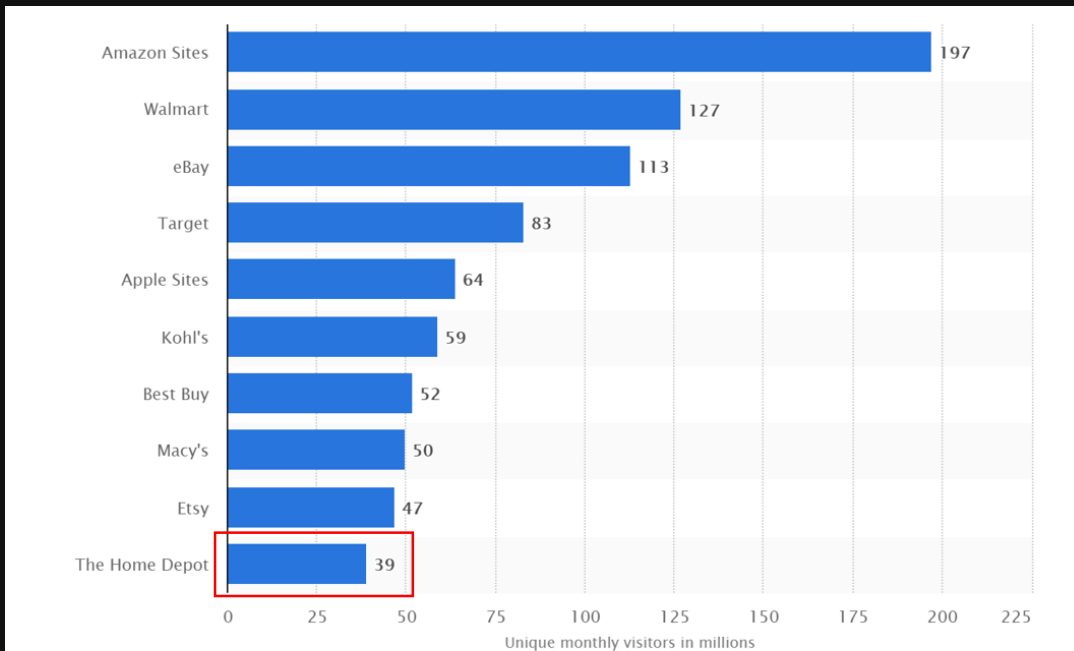




Evolving Consumer Behavior

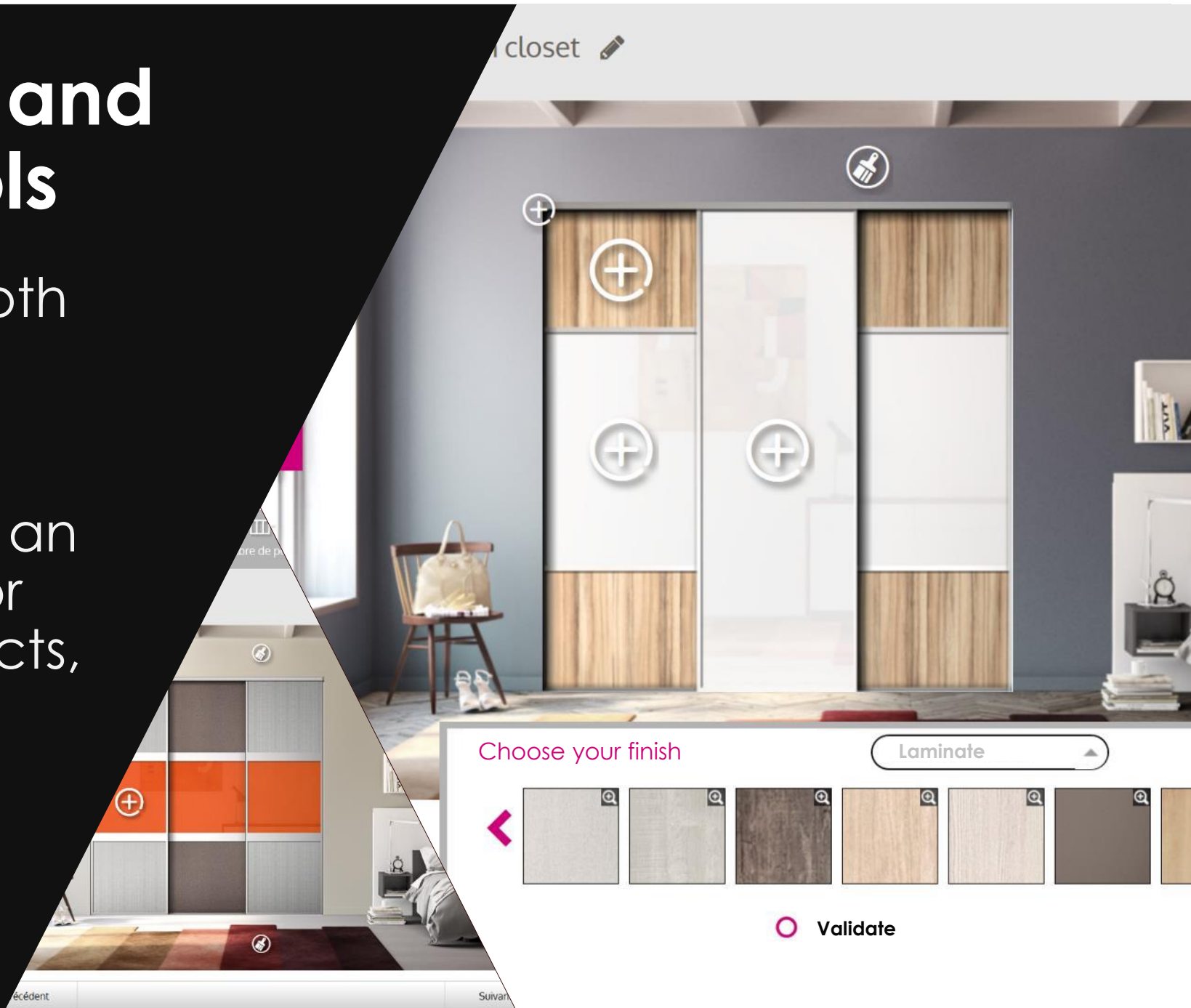
Most popular retail web sites as of December 2017 in \$M

In 2021 - 27% of Furniture sales will be done via online



e-Commerce and Marketing Tools

Available on-line, both as an e-commerce solution, or just a marketing tool, application provide an inspiring sales tool for end-customer projects, whether for closet doors, wardrobes or entire closets.



NE

Allow Consumer Freedom to Create

Consumers apply the chosen product finishes to kitchen elements to obtain a photo-realistic view of their chosen kitchen.

The most effective way to discover customer expectations and preferences.



Sols
Céramique

Let consumer Plan their own spaces

For closet or wardrobe design, 3D Planners are the perfect ally for sales teams.

It enables professionals to create their design on the web, in 3D and in real-time.

AUX MERIGNAC - [ducos]: 196037



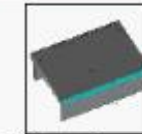
ES | EQUIPEMENTS | ACCESSOIRES



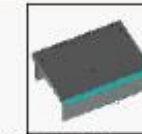
Module d'Angle Gauche



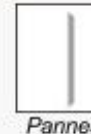
Module d'Angle Droit



Tablette Fixe avec Plinthe



Tablette Fixe avec Plinthe - angle



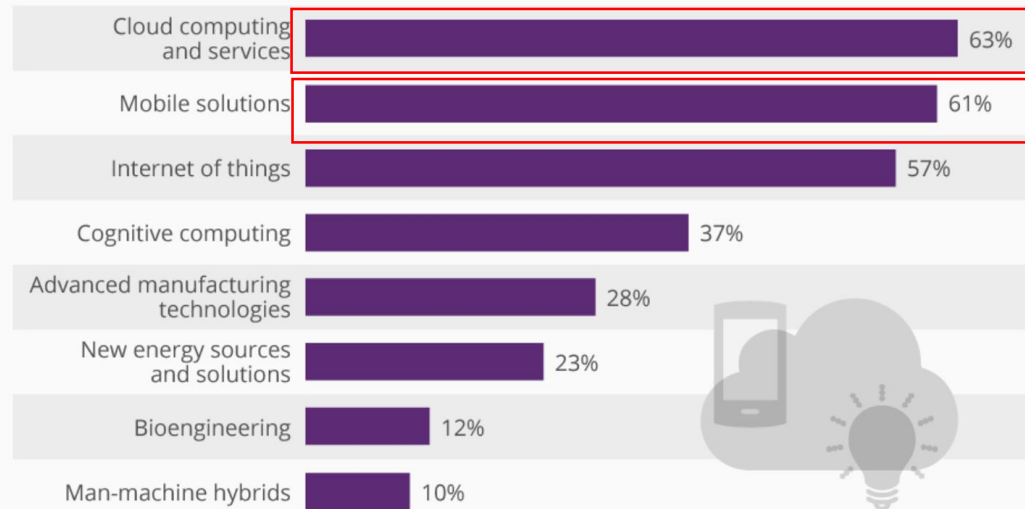
Panneau d'Habillement

Technologies that are shaping our future

Technologies impacting the near future

These Technologies Will Shape the Near Future

% of CxOs thinking these technologies will be particularly important in the next 3-5 years

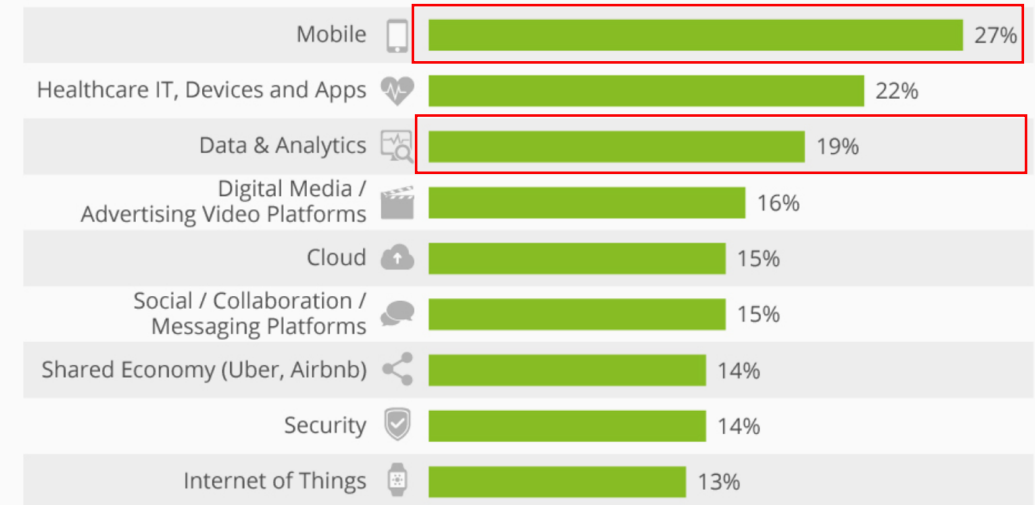


Based on interviews with 5,247 c-level executives from 70 countries
Source: IBM C-Suite Study

Biggest Tech growth drivers

The Biggest Growth Drivers in the Tech Industry

Expected revenue growth drivers over the next 24 months (% of respondents)



Based on a survey of 111 tech industry executives in the United States
Source: KPMG

Software vendor hosts the software application and customers access it via the internet.

Cloud software (SaaS) is gaining market acceptance

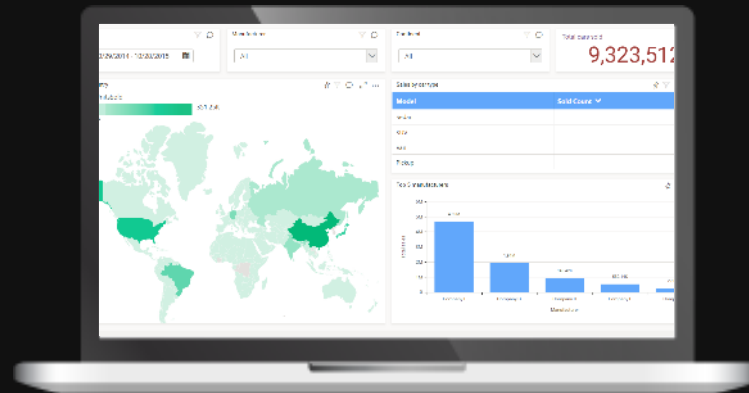
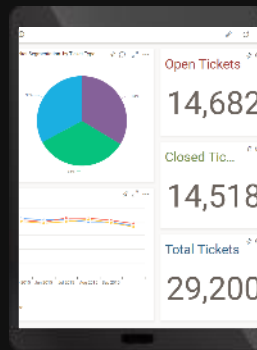




Get insights into your on-line business

Big data at your fingertips

KPIs and Analytics covering all your customer data





Do It right - Select Software That Will help You

Enhance consumer Experience

- Connect retailers & dealers to consumers along the entire sales process, from the initial discovery stage to purchase
 - Inspires, Engages, Promotes, Converts, and makes it easy to buy
 - Accessible at Any Time, from Any Place, via Any Device
- Improve your Business Productivity
 - Manages customer activities from purchase to the complete delivery of their customized home project
 - Helps you adapt your business processes by offering deeper insights into consumer behavior & buying patterns



SPISoftware
DATA FOR FURNITURE BUSINESS

Thank you !



SPISoftware
DATA FOR THE FURNITURE BUSINESS

Visit us at Booth 617