



## **|** SHOP AROUND THE CLOCK

Wanzl 24/7 shop formats usher in the future of shopping

# I GO 24/7!

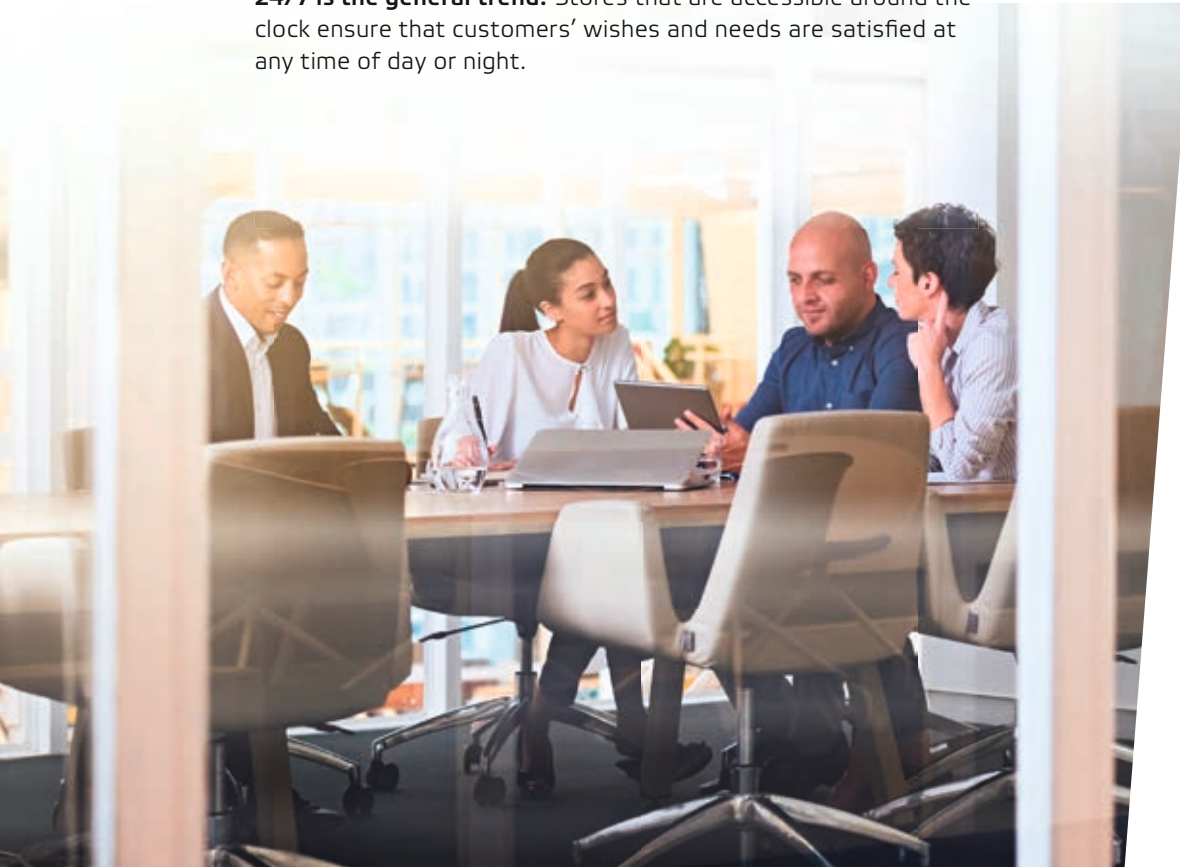
Open the store of the future with us!

■ **Be it in the food, near-food or non-food sectors, three key trends are shaping the development of retail and its buyer groups today:**

**Online goes!** Pizza, clothing, and even furniture – more and more customers (especially younger ones) order their products online via websites, apps and online shops. If the price, taste and style are right, a purchase is often made after just a few clicks.

**Convenience triumphs! Even offline!** Customers want to be able to purchase and pay for their products as easily and as nearby as possible.

**24/7 is the general trend!** Stores that are accessible around the clock ensure that customers' wishes and needs are satisfied at any time of day or night.



↑ **ORDERED WITHIN SECONDS:** the office snack

At Wanzl, we recognised these trends at an early stage and used them to develop effective solution concepts. Then we put them into practice with partners from various retail sectors. With our 24/7 shop concepts, we have opened up for our customers an amazing market of the future.

**Explore it – together with us!**







*// With our 24/7 shop formats, you can secure your business of tomorrow today! //*



↑ **THEY TRAVEL WELL:** convenience products can also stay fresh in your suitcase.

↓ **NEED MATERIALS?** Craftsmen can find what they need at any time in the 24/7 store.



↑ **FOR CLINICS AND HOSPITALS,** the 24/7 store also offers additional options to purchase the extras they need.

← **AT SCHOOLS AND UNIVERSITIES,** store operators have it especially easy: your customers are always on site.

→ **OPERATORS OF POS AT AIRPORTS** are always looking for concepts that ensure consistently high margins despite high retail rentals. 24/7 stores combine the opportunity for staffed selling during peak hours with staff-free operation at night and in the early hours of the morning.



↑ **KIOSKS IN HOSPITALS** are popular at any time of day or night. But they should also be profitable.

## | AVAILABLE ANY TIME, ANYWHERE

Wanzl shop formats: a win at every location!

■ **Today, 24/7 and convenience stores** not only open up new sales opportunities for store operators, but also the opportunity to retain new customer groups for the long term. Whether the location is an infrastructure hub such as train stations or airports, rural or urban regions, residential, office or commercial areas – the need for fast and reliable supply of food or near-food products is the same.

With our state-of-the-art store concepts, we offer our customers the opportunity to expand traditionally operated stores on a hybrid basis, or even realise completely new formats such as 24/7 mobile stores.

**The advantages are obvious:** lower labour costs and continuous opening hours ensure higher revenues and improve profit margins in the long term.

→ **AS TRADITIONAL TRANSPORT HUBS**, train stations are gathering points for thousands of potential customers. With the right concept, store operators can secure consistently high margins here.

→ **WHAT WOULD EVERYDAY WORK** at the office be like without snacks or a satisfying convenience menu as the main meal? Being as close as possible to the customer and having an appealing selection ensure a head start over the competition.







↑↑ **STORES IN RURAL AREAS** as a profitability risk? – Wanzl's 24/7 shop formats show how sufficient profits can be achieved even with low capacity utilisation.

↑ **SERVICE STATIONS HAVE ALWAYS OFFERED SHOPPERS** important alternatives to regulated store opening hours. Expand your options to generate more sales here.

↑↑ **NEW RESIDENTIAL SETTLEMENTS AND CITY DISTRICTS** offer retailers a manageable and often very reliable customer base. With our store concepts, you can increase loyalty even more effectively.

↑ **LARGE HOTELS OFTEN** offer major opportunities for new shop concepts. Make use of them for yourself!

↓ **THE TRADITIONAL CAMPUS-BASED UNIVERSITY** quickly connects young customers to hybrid online and offline shop formats.







**WANZL**  
WIRTSCHAFTS-UNIVERSITÄT  
WIEN VIENNA UNIVERSITY OF  
ECONOMICS AND BUSINESS

**Los geht's:  
Scanne deinen  
ersten Artikel.**

Schon alles mit der snabble-  
App gescannt? Dann halte dein  
Handy vor den Scanner.

🔍 Artikel

»» MY  
MOBILE  
STORE









↓ **MAKE IT SIMPLE!**

Enter a store just by using a customer card or personal QR code.



↓ **HAVING A QUICK OVERVIEW IS ESSENTIAL:** it shows that you understand your customers' needs.







↑ CLICK HERE FOR THE  
"MOBILE STORE" VIDEO

↑ "MY MOBILE STORE" IN A CORPORATE DESIGN:  
rapid recognisability creates strong customer relationships.

# | SUCCESS CONCEPT: MOBILE STORE

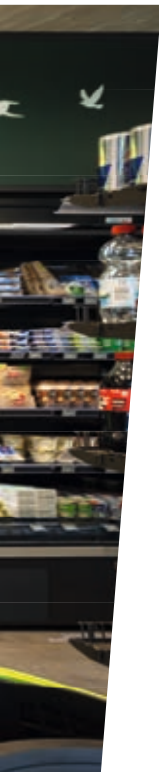
Let them shop around the clock

■ **The Wanzl Mobile Store concept** acts as an invitation for new and former customers. It really doesn't get any easier! A smartphone and the right app for purchases – if necessary EC or customer cards for payment. Nowadays, that's all you need to be able to buy the right products from your store.

Even though store access is so simply digital, your customers can be sure that the products they take from your shelves, display cases or freezers are guaranteed not to be virtual – but rather specifically tailored to their needs and desires.

The selected items can be scanned by the customer via their own device or the self-checkout at the exit. Payment is also made there – at the scanner checkout or via a smartphone app. Shopping today couldn't be easier!

An invaluable advantage of our mobile stores over traditional store concepts is that customers can shop here 24 hours a day, 7 days a week, the way they want. You supply the items they need. Wanzl provides you with the concept for realising a mobile store at your POS!



← YOUR OWN SMARTPHONE OR  
A SCANNER AT THE EXIT:  
both payment options are possible.

→ REGARDLESS OF ALL THE  
TECHNICAL AND DIGITAL  
ADVANTAGES IN THE STORE,  
the crucial aspect for success is  
the right selection of products to  
ensure that customers can reliably  
fulfil their wishes.







↑ WHEN CRAVING THAT SPECIAL SOMETHING why be limited by official opening hours? Rather: "Shop around the clock"!

↑ AUTONOMOUS SHOPPING WITHOUT OBSTACLES is made possible by the self-checkout at the store's exit.

# ! MAKE IT EASY ON YOURSELF!

Convenience stores make simplicity a principle



■ **The turnover generated by the sale of convenience products** increases every year. In the near future, it will reach the forty billion euro mark in Germany. Ever more people are consuming more and more (snack) meals "made for convenience". In Germany, per capita consumption was recently well over twenty kilograms per year. The reason for this unprecedented success story can be seen in the name: purchased and eaten straight away is "convenience" at its best.

Our convenience store concepts are based on our mobile stores. But we also specifically focus on hybrid use models to respond to the wishes of the operators. This means that you have the option to deploy staff at peak times, as well as staff-free operation during periods of low sales.  
**And there you go again – convenience!**



← **THE HUNGER AT THE END OF THE DAY** is often the most intense! A frozen pizza from the convenience store could be the easy solution.

↓ **CONVENIENCE FOOD UNHEALTHY?** – not necessarily! Fruit and vegetables are often standard items at the POS.



↑ **IRRESISTIBLE SNACKS:** sweet treats straight from the bakery.

← **INDISPENSABLE AS A QUICK PICK-UP:** a hot drink "to go".





# | 24/7 DEALS FOR DEVELOPERS!

## Würth24 branches – convenience par excellence

■ **Extensively tested, technologically mature basic concepts as a foundation, with customer-specific adaptation and corporate design:** this is the key to the success of Wanzl’s mobile and convenience store concepts. Würth24’s branches represent a well thought-out implementation of the convenience concept for craftsmen’s needs from start to finish. As a result of decades of experience in shopfitting and high-level design expertise – but above all in the end customer’s implementation – Würth24 branches are setting standards for the future of mobile shopping.

At Wanzl, developing such sophisticated store concepts with its partners starts as early as possible – with area planning, selection of the materials used, and selection and differentiation of the product range. Considering the strategic placement of products in the store can also provide the best possible orientation for the customer. In addition, solutions are developed that cover the entire technical scope for autonomous purchasing. These include unique authentication of the customer, automation of the goods scanning process, and checkout. Wanzl provides the necessary hardware and software technology.

During the implementation, different approaches were analysed in the Würth24 branches in order to optimally design the purchase and sales process, as well as the security architecture, and to combine them with the existing IT processes.

Another important prerequisite for implementation is that **the technical concept should be reproducible for new and existing stores!**











*// Your benefits – at a glance //*

- Centralised control of all hardware and software processes
- Customers can operate fully autonomously on the sales floor
- Rapid repair of malfunctions or failures
- Implementation within a few weeks



↑ **EASY CHECK-IN:**  
fast access for your customers at the POS.



↑ **CONVENIENTLY ARRANGED:**  
scanner for recording goods.







↑ **CONTROL AND MONITORING USING WANZL CONNECT:** always keep an eye on everything.

← **WANZL CONNECT:** the brain that controls the processes at the POS.

→ **THE SMARTPHONE AS A DOOR OPENER** for identifying and paying for goods. Shopping has never been easier.



## THE BRAIN OF THE POS

Wanzl Connect® ensures centralised control of all important hardware and software processes

■ **If the design forms the “skin” of a store**, and the furnishings and product range its “inner organs”, then Wanzl Connect can be described as the “brain”. The platform used by Wanzl Connect is cloud-based. From here, all processes associated with the system are controlled: entry and exit through the automatic sliding door, the entire lighting system, the sensors used to control the temperatures in the store, the safety functions, as well as the in-store radio. The advantages of such comprehensive, centralised control are obvious. They allow all components connected to the Wanzl Connect system to be checked. Potential outages, malfunctions and emergencies can be detected immediately and rectified as quickly as possible.

As this is a market-proven system, the customer can implement Wanzl Connect in just a few weeks. With this concept of a digitally controlled, fully automated compact space, operators are able to offer their product range to customers around the clock, seven days a week. Customers access the POS directly by scanning a QR code in an app, or using a customer card or credit card. Additional information for the customer is available in the app and in the self-checkout terminal menu if required. Payment can then be made by scanning the goods’ barcode (using the respective smartphone app) or at the self-checkout terminals.





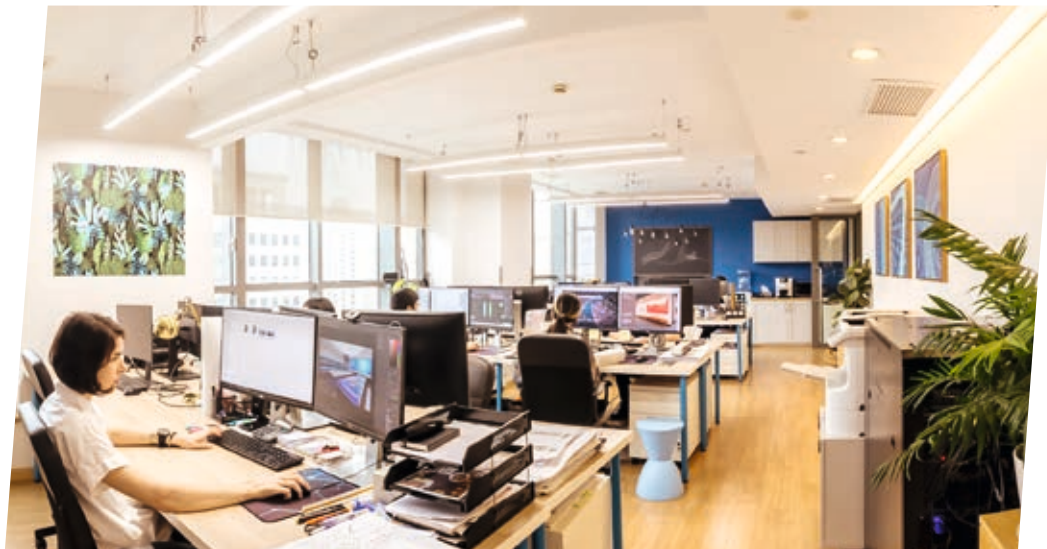
## DESIGN DOWN TO THE LAST DETAIL!

From initial contact to store opening, Wanzl is always at your side!

■ **Our consultants and specialist planners, architects, technicians and IT specialists** are at your disposal at every stage of the design and realisation process of your 24/7 store – with total dedication! The concept that we develop with you is the result of combined experience in the retail segment and is based on your specific requirements and needs, such as your customers' buying behaviour. Once the basics have been set in place, we will support you in selecting your product range, as well as equipping the retail space with presentation furniture.

One thing particularly important for the design of limited spaces and the furnishing of mobile and convenience stores is this: the feel-good factor on site! Do you have to align your specifications with specified corporate design principles, or do you need an individual equipment concept at the POS? Either way, working closely with you, we combine materials, colours and shapes to create a holistically compelling design. The important thing is that customers who feel comfortable in your mobile store and can reliably purchase their desired products will come back again and again!





*// Especially for 24/7 stores:  
the feel-good factor on site is key! //*

The detailed 3D representations we create for you will allow you to compare the initial design with your requirements, giving you another opportunity to add further requests or make corrections. You also benefit from our expertise in the implementation process.

**We provide cross-trade support for the delivery of standard and individual components and their installation in the store.**





# | EVERYTHING WORKING IN HARMONY

with products from Wanzl

■ **The range of products** that Wanzl can offer store operators when equipping mobile and convenience stores is comprehensively and precisely coordinated down to the last detail. In addition to intelligently integrated product presentation systems – such as shelving systems and fresh goods presentation units – we offer equipment with cooling systems, as well as complete baking and coffee stations, and equip your stores with access terminals, 3D sensors and state-of-the-art camera surveillance systems.



↑ **FROM STORE ENTRANCE TO CHECKOUT** – with products “made by Wanzl”, you can ensure that your customers have a consistent feel-good shopping experience in their 24/7 store with uncomplicated handling and complete autonomy.

→ **GIVE YOUR CUSTOMERS THE BEST POSSIBLE OVERVIEW!**  
Using highly flexible, modular shelving systems from Wanzl, your product range at the POS almost arranges itself.





→ **WELL-COOLED BEHIND GLASS:** with display case elements from Wanzl, you can combine quick customer access with optimum space utilisation of your beverage and refrigerated goods range.



↓ **SHELVING COMPONENTS ORCHESTRATED INTO A HOLISTIC SYSTEM:** robust materials and refined workmanship, as well as the ability to adapt to the space at hand, are the quality hallmarks of a Wanzl shelving system.



← **WITH THE BAKEOFF MODULES FROM WANZL,** you can offer your customers freshly baked goods and pastries with an irresistible presentation. You can also position and present your baked goods range centrally in your convenience or mobile stores!

↓ **FRESHNESS, CONVENIENCE AND 24/7-AVAILABILITY** are not mutually exclusive. A comprehensive range of fresh fruit and vegetable products gives customers the healthiest options!





# wanzl

VISIT US AT  
[www.wanzl.com](http://www.wanzl.com)



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