



e-business



[www.developer.ibm.com/retail/storeproven](http://www.developer.ibm.com/retail/storeproven)

# NetVista Kiosk and StoreProven

Scott Hallihan  
Program Manager





# Agenda



- Program Overview
- Benefits to Solution Partners
- Benefits to Retailers
- How to Get Started
- Examples of StoreProven Ads
- Summary





# Program Overview



StoreProven is an compatibility testing program in which IBM promotes partner applications that have been tested to be compatible with IBM systems.





# Benefits to Solution Partners



- ▶ **Sales leads and increased exposure** from IBM marketing activities
  - advertising campaigns
  - prereq for marketing programs
  - direct web links from IBM product pages
  - messaging in IBM briefings
- ▶ Easier to ensure compatibility with market leading IBM platforms
- ▶ Higher customer satisfaction





# Benefits to Retailers



- ▶ more confidence and assurance in choosing solutions
- ▶ easier to find compatible solutions
- ▶ fewer problems during roll outs
- ▶ eventually, a wider variety of IBM compatible solutions from which to choose





# How to Get Started



Go to the StoreProven Web page ([www.developer.ibm.com/retail/storeproven](http://www.developer.ibm.com/retail/storeproven)) and

- ▶ Join IBM PartnerWorld for Developers (PWD)
- ▶ Obtain IBM platform of interest
- ▶ Complete required testing and submit Test Checklist results online
- ▶ Enter your solution in the IBM Global Solutions Directory (GSD), which retailers can browse to find solutions





# How to Get Started



Go to the StoreProven Web page at  
[www.developer.ibm.com/retail/storeproven](http://www.developer.ibm.com/retail/storeproven)

and

- ▶ Upon StoreProven approval, sign online license agreement
- ▶ Receive a StoreProven Welcome Kit via mail
- ▶ Receive a web link to access StoreProven graphics
- ▶ Download StoreProven emblem and Usage Guidelines to use in identifying their application as StoreProven





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## Products

### IBM NetVista Kiosk

- ✓ Blend brick and mortar locations with your network and Web site without adding a single square foot to your store
- ✓ The e-business answer to demanding consumers
- ✓ Innovative kiosk technology adapts to your needs
- ✓ Improve profitability in a multichannel environment
- ✓ Anywhere, anytime shopping



NetVista Kiosk is a StoreProven product, Find out more [here](#).

#### On this page ...

- [Announcement](#)
- [Brochures](#)
- [Interactive product tour](#)
- [Photography](#)
- [Press releases](#)
- [Webmercial](#)

#### Announcement

[16 Jan 2001](#)

#### Brochures

[Kiosk sales brochure](#)  
(see [note](#) about PDF files)

#### Multimedia

- Take the [interactive tour](#) of the IBM NetVista Kiosk
- [Webmercial](#)

#### News - Press releases

- Hudson's Bay Company - [Canada's 330 year old retailer transforms itself with new Internet-based technology. Hudson's Bay Company shops IBM to bring integrated one-stop shopping to Canadians](#) (01.15.01 NYC)
- IBM NetVista Kiosk - [New IBM Web-enabled kiosk gives retailers the best of click and bricks](#) (01.15.01 NYC)







# Examples of StoreProven Ads



**IBM**  
**StoreProven**

Solutions Tested on IBM Platforms



# Take Control of your POS!



## With NEXTOR it's almost this easy

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- Dynamic Configuration
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# Summary



StoreProven makes it easier for...

- Retailers to find IBM-compatible solutions
- Partners to ensure their solutions are compatible
- IBM to offer better solutions through our partners



[www.developer.ibm.com/retail/storeproven](http://www.developer.ibm.com/retail/storeproven)





Thank you

