



Il negozio di domani: Smart POS e nuove tecnologie

SALA BLU 2

Venerdì 9 novembre, h. 11:30-12:30

BAIN & COMPANY 

WHO IS GONNA TALK TODAY?

Chairman



Marco Bertin

BAIN & COMPANY 

Manager

>7 years of experience

Practice Financial Services

Last 2+ years on Digital Payments

BAIN & COMPANY 

Speakers



Marco Rizzoli



CEO, PAX Italia

>20 years of experience

Previously Country Manager Ingenico Italia, head of Commercial Div. CartaSi (now Nexi)



Giulio Vasconi



Head of Merchant Services Marketing

>20 years of experience

Previously Marketing Director Telecom Italia



Cristiano Viganò



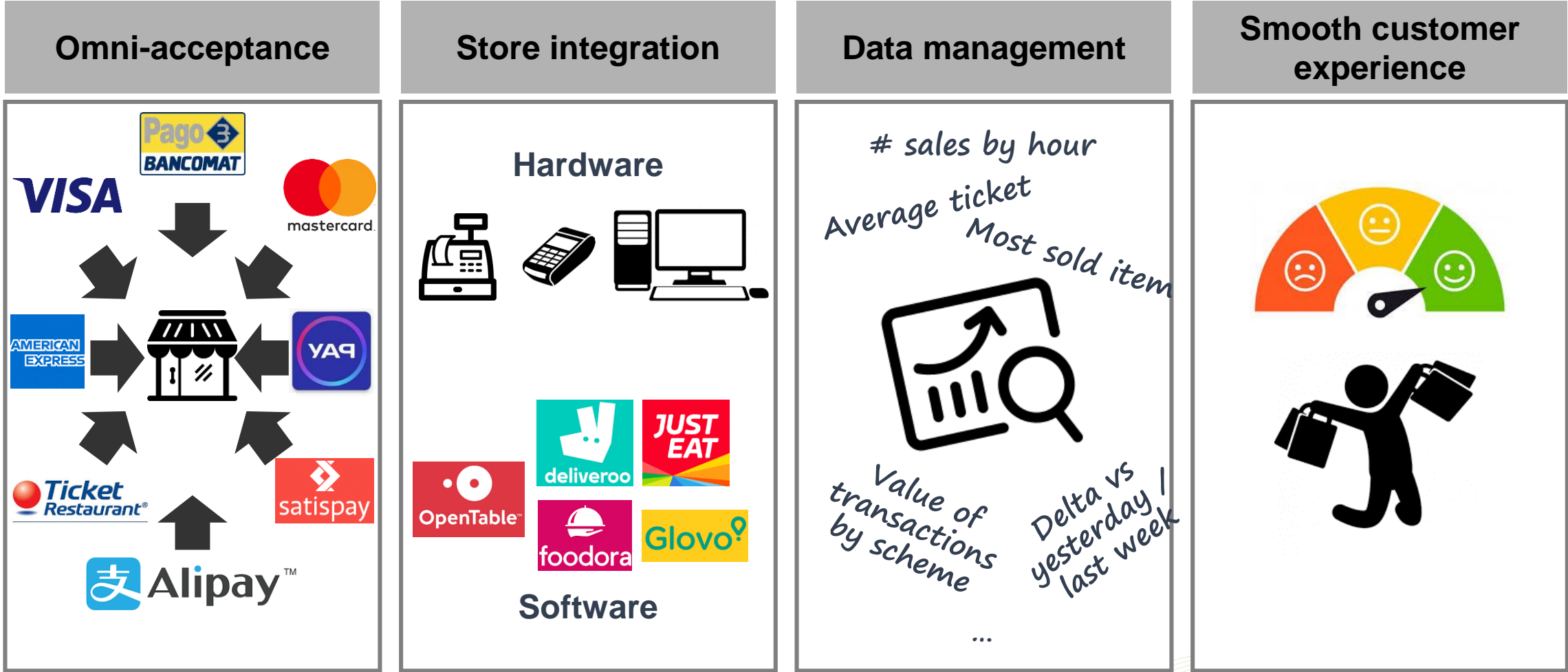
Managing Director, Ingenico Italia

>20 years of experience

Previously CFO Europe & Africa Ingenico Group, VP of Finance, Banks & Acquirers Ingenico Group



MERCHANTS NEEDS ARE EVOLVING OVER TIME...



...DRIVING A TRANSFORMATION IN POINTS OF SALES....

Yesterday

99% of Italian shops



- Dedicated space and employees (cashiers) for payment
- Long lines to pay at peak time

Today



- No dedicated space / employee for payment
- Any store employee can act as a cashier
- No lines to pay

Tomorrow?



- Invisible payment

...AND IN PAYMENTS DEVICES AS WELL



Before digital payments

1950s-1980s

1980s-now
(late 2010s)

Now (late 2010s)

>2020?



Stand-alone cash registers



Manual imprinters



Ordinary POS terminal



Smart POS terminal



All-in-one solutions?

TODAY WE ARE TRYING TO ADDRESS A FEW TOPICS

- 1 How is the Point-of-Sale of the future going to look like?
- 2 Which expected evolution for Payments devices?
- 3 Smart POS terminals
 - 3a Which material benefits for merchants?
 - 3b Is it suitable for all merchants?
- 4 What's next (beyond Smart POS terminals)?

TODAY WE ARE TRYING TO ADDRESS A FEW TOPICS HOW IS THE POINT OF SALE OF THE FUTURE GOING TO LOOK LIKE?

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SMART POS TERMINALS: WHICH MATERIAL BENEFITS FOR MERCHANTS?

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- 2 Which expected evolution for Payments devices?
- 3 **Smart POS terminals**
 - 3a **Which material benefits for merchants?**
 - 3b Is it suitable for all merchants?
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TODAY WE ARE TRYING TO ADDRESS A FEW TOPICS

SMART POS TERMINALS: IS IT SUITABLE FOR ALL MERCHANTS?

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TODAY WE ARE TRYING TO ADDRESS A FEW TOPICS WHAT'S NEXT (BEYOND SMART POS TERMINALS)?

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IL FUTURO
PASSA DA QUI

#SalonePagamenti2018 #payvolution