

Modernize once. Build in the right order.

Applications create value only when the store beneath them is ready.

THE READINESS GAP

39%

satisfied with
edge-
computing
support¹

49%

satisfied with
peak-
traffic
management¹

35%

European retailers
reporting revenue loss
from poor connectivity²

THE FIVE-GATE SEQUENCE

Advance only when the previous gate passes.

1

FOUNDATION

Power • UPS • cabling • Wi-Fi • WAN
segmentation • monitoring

2

PLATFORMS

Security • identity • device management
integrations • payment scope

3

DEVICES

Approved models • images • mounts
peripherals • spares • lab testing

4

PILOT + SUPPORT

Varied stores • training • ownership
rollback • recovery metrics

5

CUSTOMER-FACING SCALE

Release after pilot thresholds and
every store-readiness check pass

BOTTOM LINE

Fix gaps before rollout—not after installation.

¹ Verizon, Cisco & Incisiv, 2026 Connected Retail Experience Study (n=124). ² Ericsson, 2025 State of Enterprise Connectivity retail findings (n=189).