



# TENSATOR®

## In-Queue Merchandising Solutions



# Our Value Proposition

Tensator understands the pressure for improved efficiencies, incremental sales and profit growth. We provide merchandising and queue management solutions that are proven to provide positive results in each of these areas.

The queue provides the smart retailer with the opportunity to extend the shopping experience, transforming what would otherwise be unoccupied waiting time into valuable extra revenue generating minutes often at high margins.

This extends to all areas of the business including 'tills', self-checkouts, and collection points for Click and Collect. While the shift over the last couple decades has moved to online sales, Click and Collect helps you to blend the online and in-store experience. With the addition of IQM you can further engage with these customers during their limited in-store experience and maximise sales further.

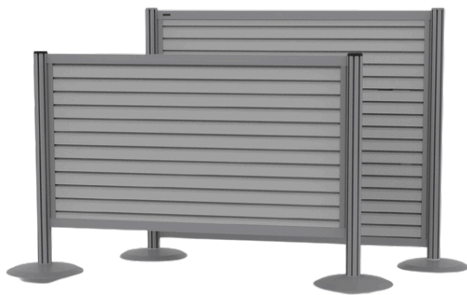
IQM improves the in-store experience and maximises sales. A beneficial solution for brick and mortar stores.



# Building Your IQM® System

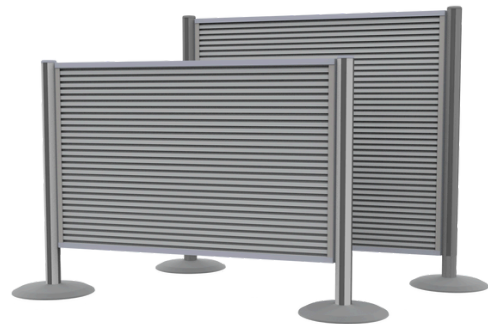
Tensator In Queue Merchandising systems provide a one-of-a-kind customised layout that assists in creating increased sales through a variety of front-end product showcase options. Unique panel designs allow retailers to merchandise a wide range of products for their front end. We have materials to meet every budget and need:

- Aluminium slatwall
- PVC slatwall
- Wood panel slatwall
- Wire grid



## PVC Slatwall

Standard and extra height panel



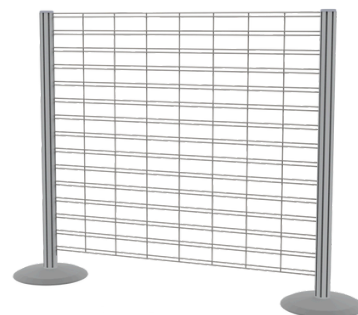
## Aluminium Slatwall

Standard and extra height panel



## Wood Panel Slatwall

Standard and extra height panel



## Wire Grid

Standard height 1.2m x 1.2m

Tensator also offer several IQM accessories designed to slot onto our IQM panels and wire grid. These accessories allow businesses to further showcase their products at the point of sale to capture last minute impulse purchases.

# InQM Accessories

## Display Bowls

Clear acrylic merchandising bowl Tensabowl, comes alone or with frame (127mm x 178mm or 178mm x 279mm) and/or dividers.



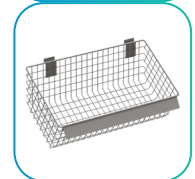
## Hooks & Prongs

Scan tag hooks in polished chrome, 102mm, 152mm, 203mm.



## Baskets

Basket goes on the front or back of the panel.



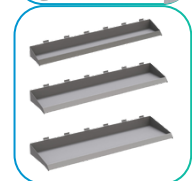
## Impulse Boxes

Acrylic merchandising trough, sits on top of the panel and is divided into 4 sections.



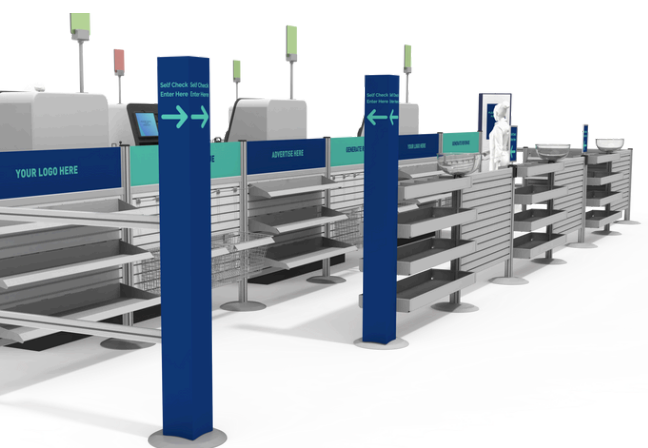
## Shelves

1.2m metal shelving with price strip, comes in 203mm, 279mm, 356mm deep, colour is standard light metallic silver.



## Half Bin

Half bin merchandiser, goes on the front or back of the panel.



## Benefits

- Capture impulse purchase revenues from waiting customers.
- Flexibility to change merchandise for seasonal campaigns.
- Applicable to any environment, easy to install, zero drilling required.
- Accommodate branding requirements and mimic store design.

# Complimentary Solutions

## Single-Line-Queue

Implementing a single-line queue in retail settings can enhance the overall customer experience and operational efficiency of the store. A single line queue has been proven to be the fairest and fastest way to process customers – they are served in the order they arrive. Paired with our IQM, you can further enhance the experience and boost impulse sales.



## InQ-TV®

The InQ-TV® adds media to your existing queueing environment enabling you to play targeted messages and promotions to a captive audience within your queue. Increase brand presence with promotions, or add an additional revenue stream with third party advertising. Ideal for retail environments with an IQM® system.

## Digital Totem

Head of queue digital totem – a stylish addition to any IQM system and eQ™ Single Line Queue (SLQ) call forward system.

The digital totem can be placed at the head of a single line queue as part of our eQ™ call forward portfolio - manual or self-checkout formats. It acts as a digital screen that lets waiting customers know which service position is available.

Can be used for special offers or promotions, customer information or sold as advertising space.





## Tensator Customers

PRIMARK®

Boots

H&amp;M

STAPLES

Carrefour WHSmith  
EST 1792

ASDA

DUNKIN'  
DONUTS® JOHN  
LEWIS  
& PARTNERS

Walgreens

IKEA

TESCO

Walmart  cineworld

LEGO

Wickes

 CVSBED BATH &  
BEYOND®

meijer

  
TARGET

## About Tensator

Tensator® has been providing innovative queue management solutions across the globe for more than 50 years. As inventors of the world's first retractable queue barrier, we are recognised for our range of market leading products and our ability to provide custom systems to meet individual requirements.

We understand the challenges within modern retail stores and are always looking for opportunities to enhance the customer journey, from arrival through to the purchase. Our queue solutions are designed to solve problems and maximise efficiencies, whilst keeping the needs of the future in mind.

# TENSATOR®

Your local service partner.

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Bangalore, India

Dubai, UAE

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