HOW TO SET-UP AN AI FOCUSED STORE FLOOR LAYOUT

(STORE EDITION)





Jutuma West

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STORE LIST A LIST OF STORES THAT WILL PARTAKE IN THIS SET-UP AND LAY-OUT THEIR STORES OUT IN THIS MANOR

INTRODUCTION TO AI

AN INTRODUCTION TO ARTIFICIAL INTELLIGENCE AND HOW IT CAN HELP STORES BECOME MORE ATTRACTIVE TO THE CONSUMERS.

CHECK FOUNDATION'S

SPECIFIC STORE DETAILS THAT NEED CHECKING IN ORDER TO SET UP THE STORES FOR THE NEW S/S 2020 SEASON

USE OF SPACE AND FLOOR PLANS FOR APPAREL

HOW CAN A SPACE BE TRANSFORMED INTO AN ARTIFICIAL INTELLIGENCE SPACE AND HOW TO LAYOUT APPAREL SECTIONS

3-D STORE OVERVIEW

A 3-D LOOK ON HOW THE STORE WILL BE LAID OUT TO DISPLAY ALL FI FMENTS IN AN APPROPRIATE WAY

2-D STORE OVERVIEW

A 2-D LOOK ON HOW THE STORE WILL BE LAID OUT TO DISPLAY ALL FI FMFNTS IN AN APPROPRIATE WAY

USE OF SPACE AND FLOOR PLANS FOR FOOTWEAR

HOW CAN A SPACE BE TRANSFORMED INTO AN ARTIFICIAL INTELLIGENCE SPACE AND HOW TO LAYOUT FOOTWEAR SECTIONS

IMMERSIVE INSTAGRAM ROOM LAYOUT AND SET-UP

> HOW CAN A SPACE BE TRANSFORMED INTO AN IMMERSIVE ROOM FOR CONSUMER TO TRAVEL THROUGH AND CREATE A DREAM LIKE WORLD

STYLE STUDIO LAYOUT AND **SET-UP** HOW CAN A SPACE BE TRANSFORMED INTO A STYLE STUDIO FOR CONSUMER

TO TRAVEL THROUGH AND CREATE NEW INNOVATIVE OUTFITS

2-D STORE FLOW PLAN OF **ALL CATEGORIES** AN INTRODUCTION TO THE JOURNEY CONSUMER CAN TAKE THROUGH CATEGORIES IN ORDER TO GET THE MOST

OUT THIFR VISIT

THE TYPES OF CONSUMER WHO WILL USE THIS SET-UP

A DETAILED LOOK INTO THE TYPE OF CONSUMERS THAT WILL VISIT OUT NEW AI STORES. WHAT CATEGORIES THEY FIT INTO AND HOW TO SERVE THEM EFFICIENTLY

SCAN TO PLAY LAYOUT

HOW CAN A SPACE BE TRANSFORMED INTO A QR SPECIALIST SPACE LAYOUT IN ORDER TO GAIN THE ATTENTION OF CONSUMERS AND FULL USE OF THIS FEATURE

PHOTO FEEDBACK

HOW TO SHOW US THAT YOU HAVE EFFECTIVELY PLACED THESE LAYOUTS IN YOUR STORE WITH YOUR OWN TWIST

STORE LIST

- NIKE RUMBA FACTORY STORE
 NIKE ORION FACTORY STORE
- NIKE BELAYA DACHA FACTORY STORE
- NIKE KAZAN XL FACTORY STORE
- NIKE KRAZODAR MERIDIAN FACTORY STORE
- NIKE MOSCOW FASHION HOUSE STORE
- NIKE SOUTH POLE FACTORY
- NIKE VNUKOVO FACTORY
- NIKE SAMARA VIVALAND
- NIKE NOVOSIBIRSK CONTINENT 2 FACTORY STORE
- NIKE ROSTOV TALER FACTORY STORE
- NIKE UFA TCENTRALNY FACTORY STORE
- NIKE PARNDORF FACTORY STORE
- NIKE GRAZ MURPARK FACTORY STORE
- NIKE KLAGENFRUT FACTORY STORE
- NIKE ANTWERP FACTORY STORE
- NIKE LIEGE FACTORY STORE
- NIKE BARCELONA FACTORY STORE BIGBOX
- NIKE BARCA PARQUE MONTIGALA
- NIKE LA JONQUERA FACTORY STORE
- NIKE PARC VALLES FACTORY STORE
- NIKE BARCELONA VILADECANS FACTORY STORE
- NIKE AUBONNE FACTORY STORE
- NIKE MEDRISIO FACTORY STORE
- NIKE PRAGUE AIRPORT
- NIKE RINGSTED FACTORY STORE
- NIKE COPENHAGEN CITY || FACTORY STORE
- NIKE COEPNHAGEN DISA FACTORY STORE
- NIKE BORDEAUX FACTORY STORE
- NIKE CORBEIL FACTORY STORE
- NIKE MARSEILLE FACTORY STORE
- NIKE PLAISR FACTORY STORE
- NIKE ST DENIS FACTORY STORE
- NIKE TALANGE FACTORY STORE
- NIKE TOULOUISE FACTORY STORE
- NIKE TROYES FACTORY STORE
- NIKE ROPPENHEIM FACTORY STORE

- NIKE NICE FACTORY STORE
- NIKE AVIGNON FACTORY STORE
- NIKE CROIC BLANCHE FACTORY STORE
- NIKE PERPIGNAN FACTORY STORE
 NIKE CLAYE SOUILLY FACTORY STORE
- NIKE CLAYE SOUILLY FACTORY STORE

 NIKE MARSEILLE LA VALENTINE FACTORY STORE
- NIKE BORDEAUX LES ARCHES FACTORY STORE
- NIKE ANGERS ATOLL FACTORY STORE
- NIKE LILLE FACTORY
- NIKE METZ FACTORY STORE
- NIKE AUBERGENVILLE FACTORY STORE
- NIKE GENNEVILLERS FACTORY STORE
- NIKE CREIL ST MAXIMIN FACTORY STORE
- NIKE TOULON FACTORY STORE
- NIKE TOURS FACTORY STORE
 NIKE LYON CARRE DE SOIE FACTORY STORE
- NIKE PARIS USINES FACTORY STORE
- NIKE PROVENCE FACTORY STORE
- NIKE HONFLEUR FACTORY STORE
- NIKE LYON VILLEFONTAINE
- NIKE HERBLAY
- NIKE BERLIN B5 FACTORY STORE
- NIKE HORZOGENAURACH FACTORY STORE
- NIKE PIDING FACTORY STORE
- NIKE ZWEIBRUCKEN FACTORY STORE
- NIKE NUMUNSTER FACTORY STORE
- NIKE EICHE BERLIN FACTORY STORE
- NIKE METZINGEN FACTORY STORE NEW
 NIKE GETTINGEN SCHEPPACH FACTORY STORE
- NIKE MUNICH BRUNNTHAL FACTORY STORE
- NIKE RODOLFZELL FACTORY STORE
- NIKE LEIPZIG BREHNA FACTORY STORE
- NIKE DRESDEN SEENLAND
- NIKE ATHENS FACTORY STORE
- NIKE PIRAEUS FACTORY STORE
 NIKE CRETE FACTORY STORE
- NIKE KORINTHOS MARE WEST
- NIKE NFS SPLIT
- NIKE BUDAPEST FACTORY STORE

- NIKE BILU TEL AVIV FACTORY STORE
- NIKE EILAT FACTORY STORE
- NIKE JERUSALEM FACTORY STORE
- NIKE BRESCIA FACTORY STORE
- NIKE CASTEL GUELFO FACTORY STORE
- NIKE CASTEL ROMANO FACTORY STORE
- NIKE MANTOVA FACTORY STORE
- NIKE MOLFETTA FACTORY STORE
 NIKE LA REGGIA FACTORY STORE
- NIKE NOVENTA FACTORY STORE
 NIKE PALMANOVA FACTORY STORE
- NIKE SERRAVALLE FACTORY STORE
- NIKE SICILY FACTORY STORE
- NIKE VALDICHIANA FACTORY STORE
- NIKE VICOLUNGO FACTORY STORE
 NIKE ROME DA VINCI FACTORY STORE
- NIKE VALMONTONE FACTORY STORE
- NIKE FLORENCE THE MALL FACTORY STORE
- NIKE TORINO FACTORY STORE
- NIKE AMSTERDAM FACTORY STORE
- NIKE LELYSTAD FACTORY STORE
 NIKE ROERMOND FACTORY STORE
- NIKE MUIDEN FACTORY STORE
- NIKE GRONINGEN FACTORY STORENIKE OSLO FACTORY STORE
- NIKE STAVANGER FACTORY STORE
- NIKE SOSNOWIEC FACTORY STORE
- NIKE WROCLAW FACTORY STORE
 NIKE WARSAW FACTORY STORE 2.0
- NIKE ALBUFERIA FACTORY STORE
- NIKE LISBON FREEPORT FACTORY STORE
- NIKE LISBON STRADA FACTORY STORE
 NIKE PORTO FACTORY STORE NEW
- NIKE PORTO FACTORY STORE NEW

 NIKE BARKARBY FACTORY STORE
- NIKE CASTELLON FACTORY STORE
 NIKE GETAFE FACTORY STORE
- NIKE LA CORUNA FACTORY STORE

 NIKE MADRID LAS ROZA FACTORY STORE
- NIKE MALAGA FACTORY STORE

 NIKE MALLORCA FACTORY STORE

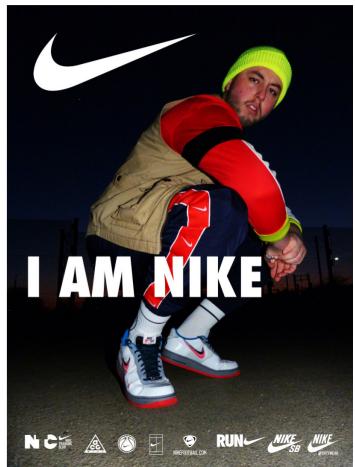
- NIKE MURICA FACTORY STORE
- NIKE TUI FACTORY STORE
- NIKE ZARAGOZA FACTORY STORE
- NIKE H20 MADRID FACTORY STORE
- NIKE MADRID SSR FACTORY STORE
- NIKE MADRID PARQUE OESTE
 NIKE ANKARA FACTORY STORE
- NIKE IZMIR FACTORY STORE
- NIKE ISTANBIL VIAPORT FACTORY STORE
- NIKE ISTANBUL VENEZIA FACTORY STORE
- NIKE ISTAN BIL 212 FACTORY STORE
 NIKE ASHFORD FACTORY STORE
- NIKE ATLANTIC VILLAGE
- NIKE BRAINTREE FACTORY STORE
- NIKE BRIDGEWATER FACTORY STORE
 NIKE CHESIRE OAKS FACTORY STORE
- NIKE GRETNA GATEWAY FACTORY STORE
- NIKE JUNCTION1 FACTORY STORE
- NIKE KAALDARE FACTORY STORE
 NIKE LIVINGSTON FACTORY STORE
- NIKE MANSFIELD FACTORY STORE
- NIKE PORTSMOUTH FACTORY STORE
 NIKE SWINDON FACTORY STORE
- NIKE TILLICOULTRY FACTORY STORE
- NIKE YORK FACTORY STORE
 NIKE WEST THURROCK FACTORY STORE
- NIKE DUBLIN FACTORY STORE

 NIKE EDINBURGH CRAIGLEITH FACTORY STORE
- NIKE MANCHESTER FORT FACTORY STORE
- NIKE GLASGOW FACTORY STORE
- NIKE WEMBLEY FACTORY STORE

 NIKE DURHAM FACTORY STORE
- NIKE ROTHERHAM FACTORY STORE
- NIKE EDINGBRUGH LOANHEAD FACTORY STORE
- NIKE EAST KILBRIDE FACTORY STORE
 NIKE LONDON TAPLOW FACTORY STORE
- NIKE BIRMINGHAM OUTLET FACTORY STORE
 NIKE LEEDS CROWN POINT FACTORY STORE
- NIKE HACKNEY FACTORY STORE

NIKE FACTORY STORE NORWICH

- NIKE LONDON KING'S CROSS
- NIKE LONDON ORPINGTON FACTORY STORE
- NIKE RUGBY FACTORY STORE
- NIKE LONDON ICON FACTORY STORE
- NIKE BICESTER GATEWAY





WHAT'S NEW

- ☐ Starting from Summer 2020 Nike will deliver the first fully functional Artificial Intelligent Friendly store. This is something Nike has developed over a long period of time.
- In order to set our brand aside from the competition improving the brand and making our consumers want more.
- Make sure you make it Personal and Develop on what you see within this guide.
- We are keeping up with the times in order to stay on top and give consumers a new way of shopping in the real world whilst adding a twist on modern day shopping.
- Offer service that enhances the changes and coach each Athlete within their section to enhance the consumers likelihood of using the AI advances.
- Show the detail throughout all the areas of the store, (Men's, Women's, Kids, Training, NSW, Running, and Footwear)

NIKE SPORTSWEAR

☐ The Priority is to make consumers feel a sense of belonging through service as well as the new campaign displayed, utilizing the space you have to bring out key styles to add additional energy for the consumers to engage with while telling the Nike Sportswear Story.

NEW FEATURES

AI EXCLUSIVE COMPONENT'S

- A new feature to stores will be the installation of Holograms instead of Mannequins. This will engage the consumers and help them to be interactive with clothing rather than seeing a still silhouette. The movement provides different views from fitting, to how a garment sits on an individual as well as how it can be styled to fit out Nike atheistic.
- Feedback is encourage to see how engaged the consumers are with these elements and to see how pro-active it is in contributing to the stores atheistic.
- Please refer to the installation guide in order to gain knowledge on how to make this a focus point within the stores and with the drive isle.
- Scan to play elements will be positions in strategic places around the store so while the consumer is on their journey they can unlock an Augmented reality though their devices and gain a further discount by doing this.

DETAIL:

- The objective is to show the importance of sportswear in a new AI friendly way across all genders and keep up the momentum of Nike's innovations and how futuristic they are becoming.
- All sportswear is a priority in the direction as it is an everyday style for everyone and not a specific sporting apparel. It allow consumer to know their place within Nike.
- New Installations
 - New Gallery Images
 - New Flow Updates

STEP 1

CHECK FLOOR PLANS
CHECK YOU HAVE THE APPROPRIATE FIXTURES
CHECK THIS IS COMPLETED

STEP 1.1

CHECK PLANNING | CHECK FIXTURES | TIME-LINE

CHECK STORE FIXTURES TO SEE IF CORRECT EQUIPMENT IS AVAILABLE AND READY TO USE FOR SET-UP

- Have you got all of the elements in your store?
- Do the elements on the images reflect the physical elements in your store?

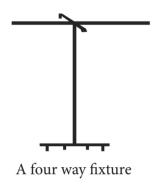
TIME-LINES

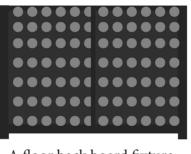
SET-UP: 30.04.2020 **LAUNCH:** 03.05.2020

NOTE: Set-up date might change due to external factors.

All store need to be installed by at least 06.05.2020 to be ready as soon as possible

1.2 ITEM CHECK LIST



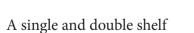




A floor back board fixture

A double back bar





A hanging bar



A single back bar

STEP 2

REPORT

STEP 2

Check the equipment immediately, if any elements are missing they can be re-ordered and set out immediately through the appropriate sources

Any Missing/Damaged/Defective/Undelivered **NEEDS TO BE REPORTED** Also report if any inconsistencies are made from the order.

STEP 3

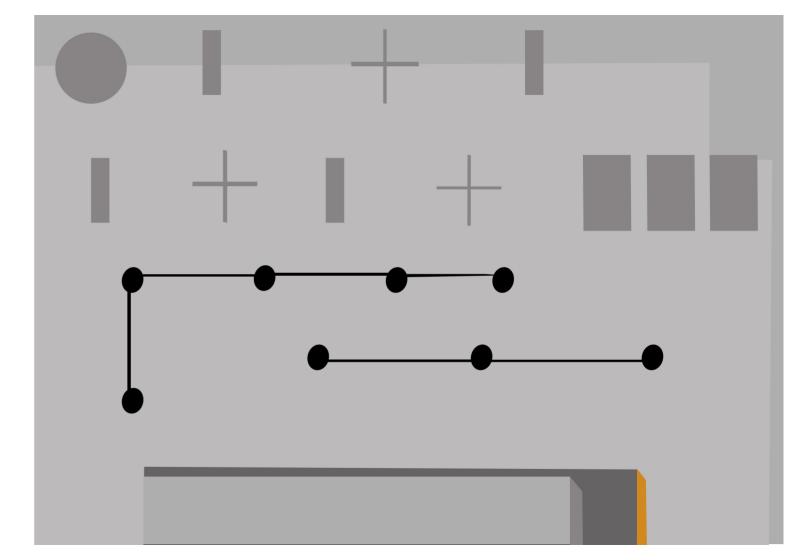
STORE APPAREL SET-UP

3.1 WOMEN'S RUNNING









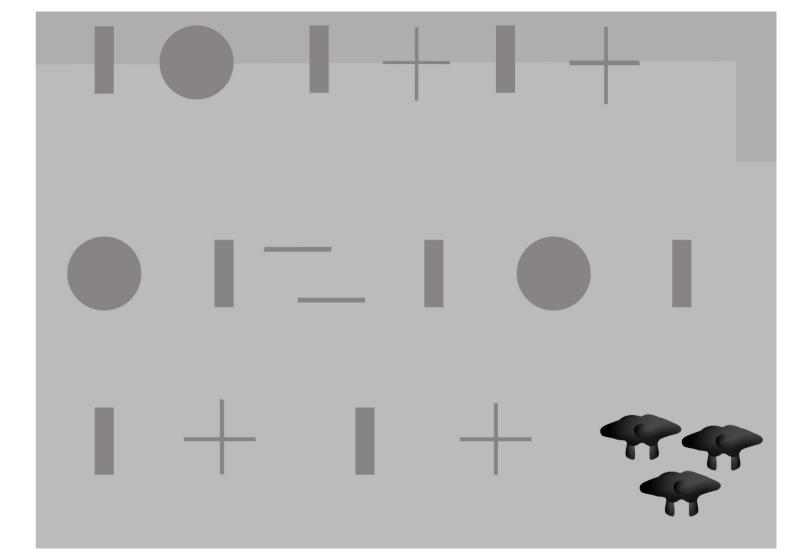
3.2 WOMEN'S TRAINING



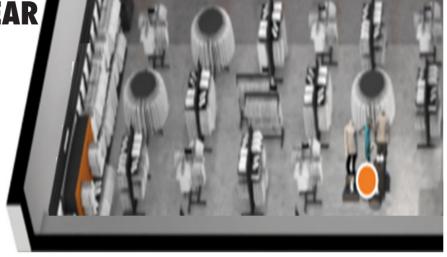








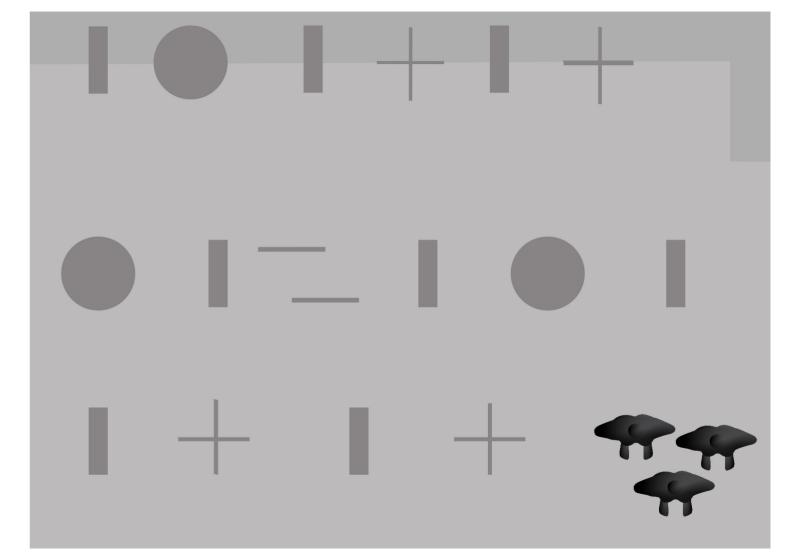
3.3 WOMEN'S SPORTSWEAR



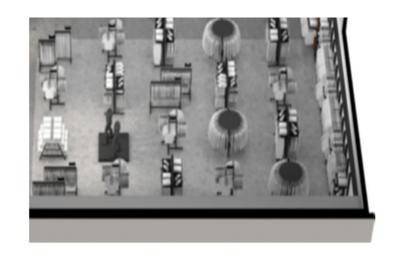




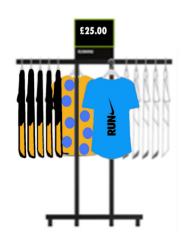




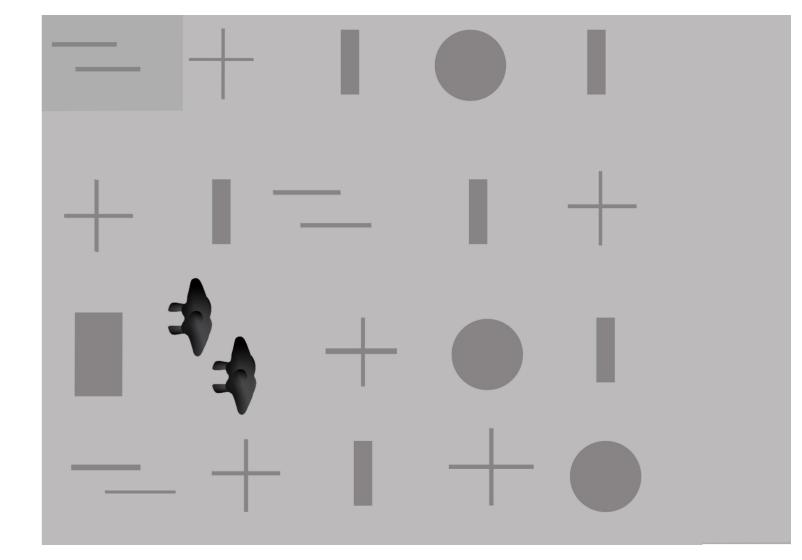
3.4 MEN'S RUNNING



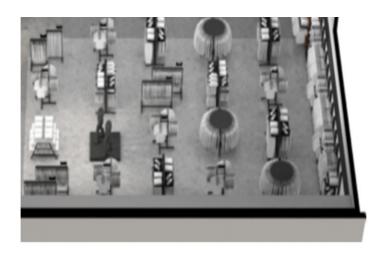








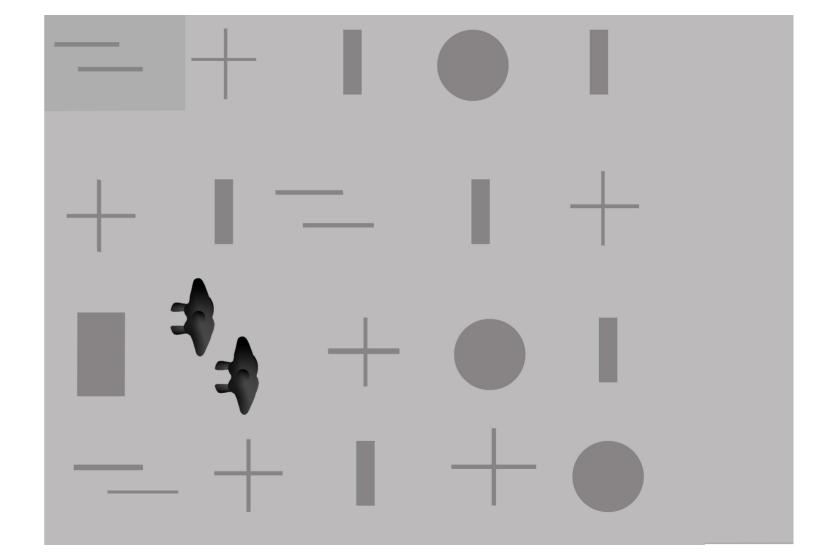
3.5 MEN'S TRAINING



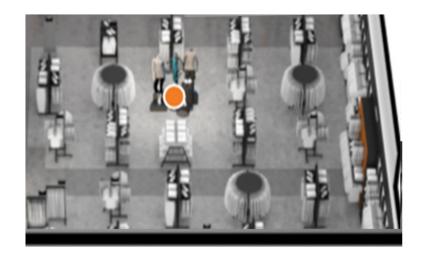








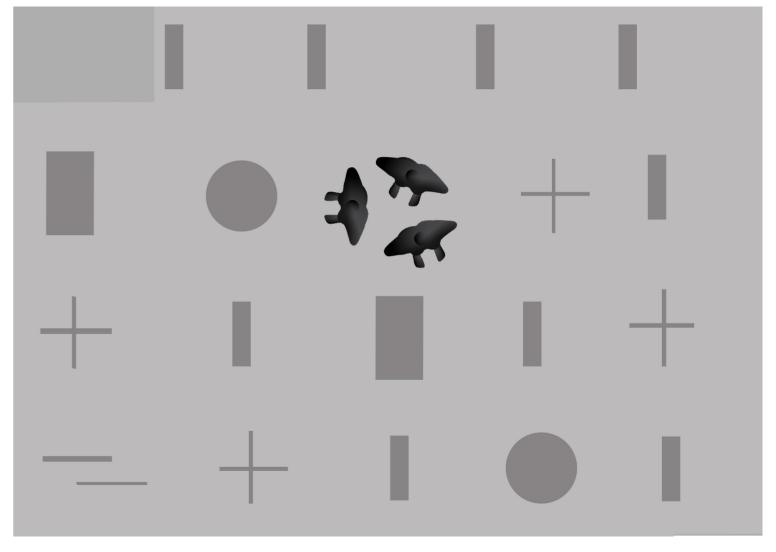
3.6 MEN'S SPORTSWEAR











3.7 KIDS

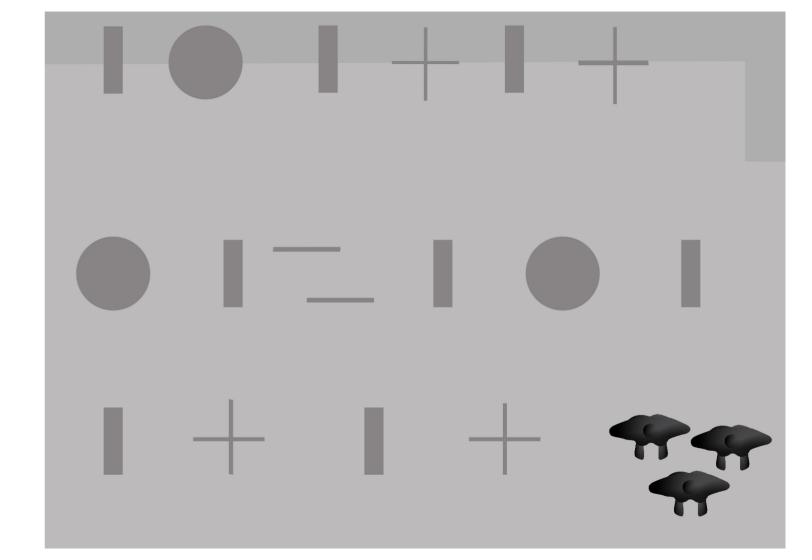












STEP 4

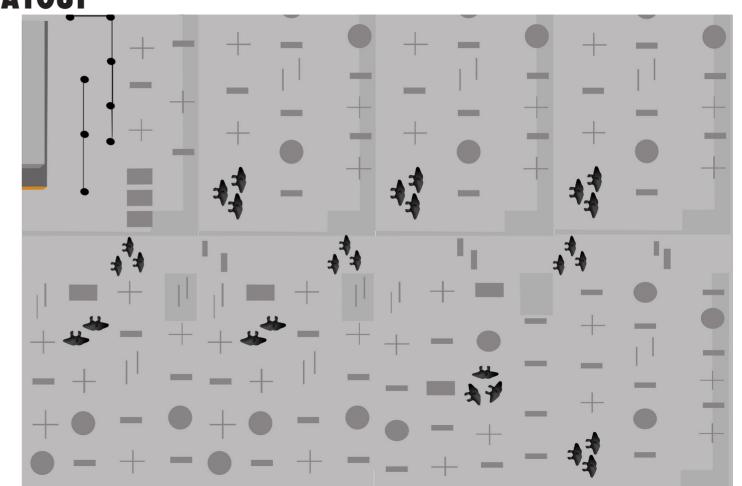
3-D STORE OVERVIEW



STEP 5

2-D STORE OVERVIEW

5.1 2-D STORE LAYOUT

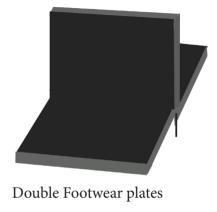


STEP 6 FOOTWEAR SET-UP

6.1 ITEM CHECK LIST



Single Footwear plates





Footwear strips

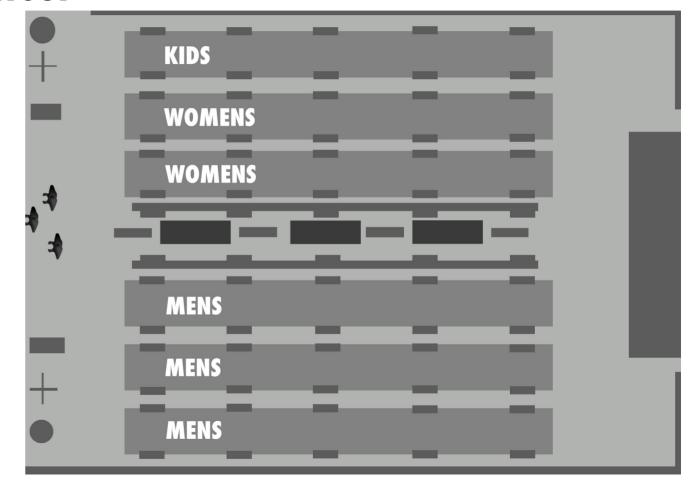


Footwear full length shelves

6.2 3-D FOOTWEAR LAYOUT



6.3 2-D FOOTWEAR LAYOUT



STEP 7

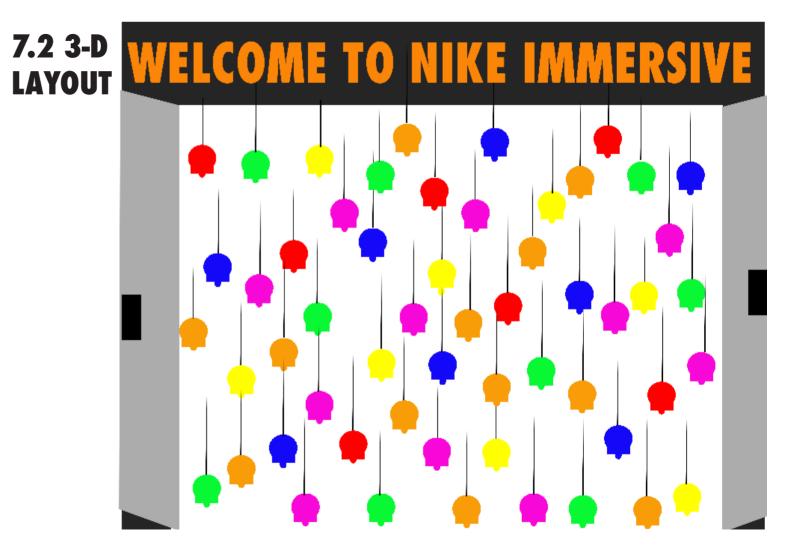
INSTAGRAM-ABLE ROOM SET UP

- ☐ Creating immersive spaces for consumers to travel through. In order to boost store footfall and gain more following a new generation.
- We have consumers of many ages but nothing to link them all together, this will allow our most loyal consumers and our new consumer base to join as one.
- Each store will hold events where consumers can try on the latest products and travel though this instagram worth space, to promote the New seasonal stock and the stores benefits
- ☐ These events will be booked through the New Nike app.
- ☐ The layout will be set up by 30.04.2020 however the setup will be completed by an outside party. This will be completed over the duration of 23.04.2020 to the 29.04.2020
- ☐ You will need 3 Staff members to work on this station at all times.
- ☐ This station will be open 12-6 every day in every store.

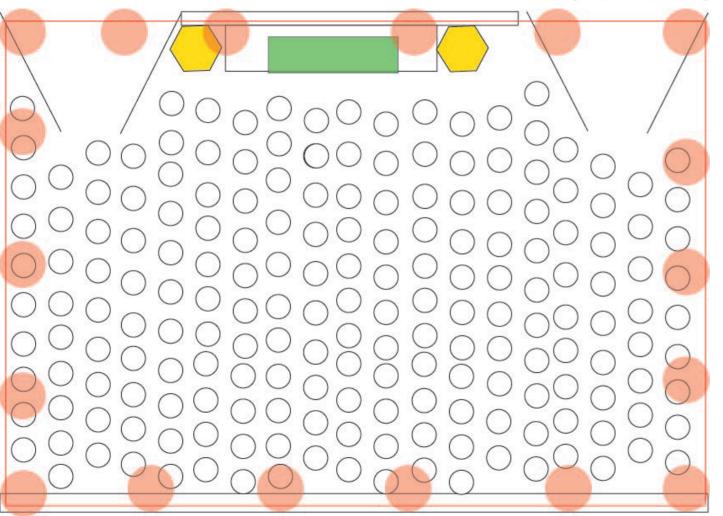
IMMERSIVE INSTAGRAM-ABLE STORE LAYOUT STEP 7.1

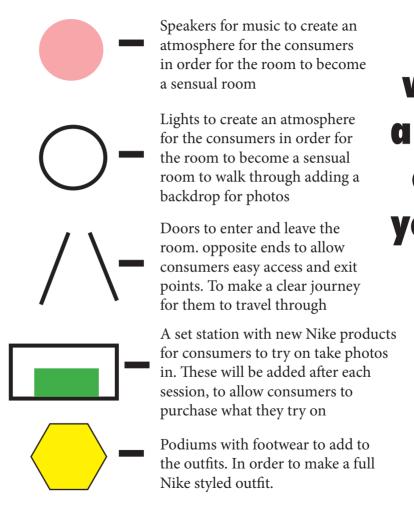






7.3 2-D LAYOUT



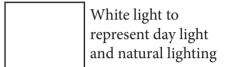


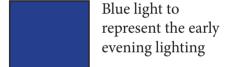
Please note this will be installed by a trusted contracted company. However you are responsible for checking the installation to ensure it looks exactly like the layouts

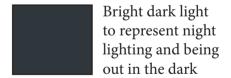
STEP 8 STYLE STUDIO SET UP

STEP 8.1 IN-STORE STYLE STUDIO

- ☐ Within all stores a style studio will be created. It will help harness the relationship between Nike and the consumers by giving them a one-on-one personal experience into Nike's style and heritage. It provides an immersive space for them feel apart of Nike's brand and be at one with their inner style.
- Giving them the space to feel motivated and like they are a Nike athlete. It helps give them the VIP treatment without having to pay.
- ☐ It helps consumers to develop their style all while giving them a Nike twist and edge.
- ☐ The rooms will have colour changing lights to help see the clothing in different settings. This will help display the reflective elements and showcase elements which will help the consumers stay protected.
- ☐ It allows consumers to feel at one with Nike and gives them the chance to become part of our story



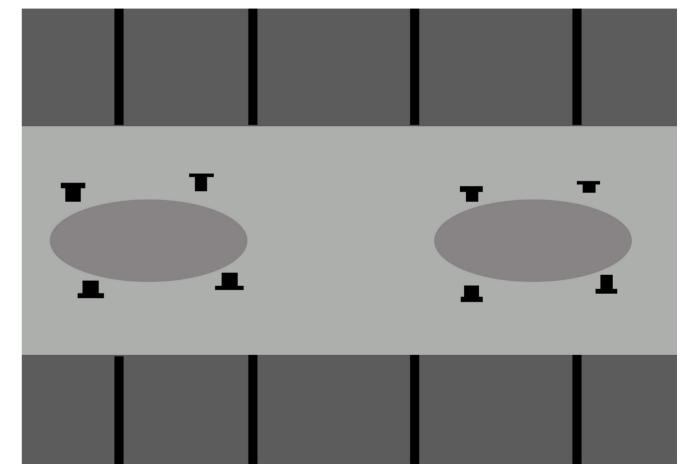




STEP 8.2 3-D LAYOUT



STEP 8.3 2-D LAYOUT



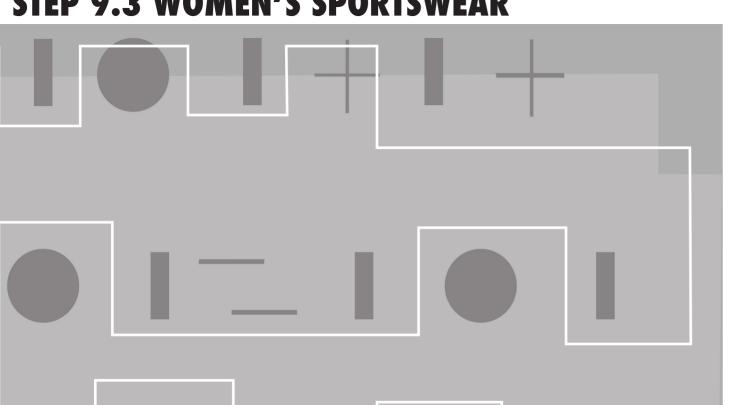
STEP 9

WHOLE STORE FLOW PLAN

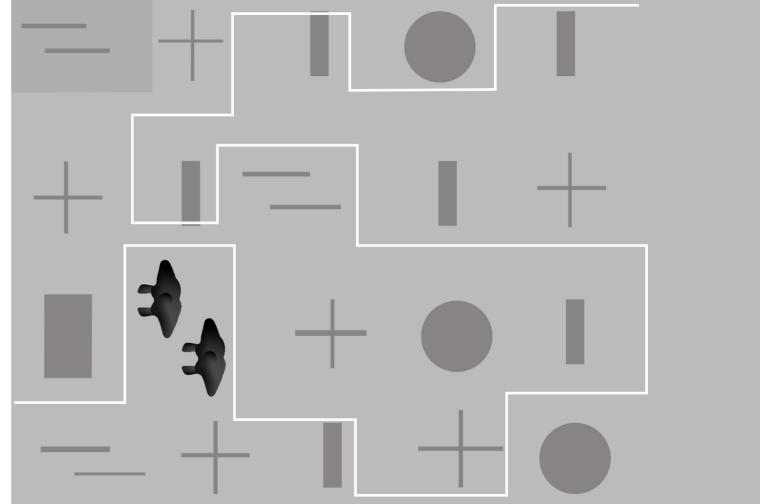


STEP 9.1 WOMEN'S RUNNING STEP 9.2 WOMEN'S TRAINING

STEP 9.3 WOMEN'S SPORTSWEAR

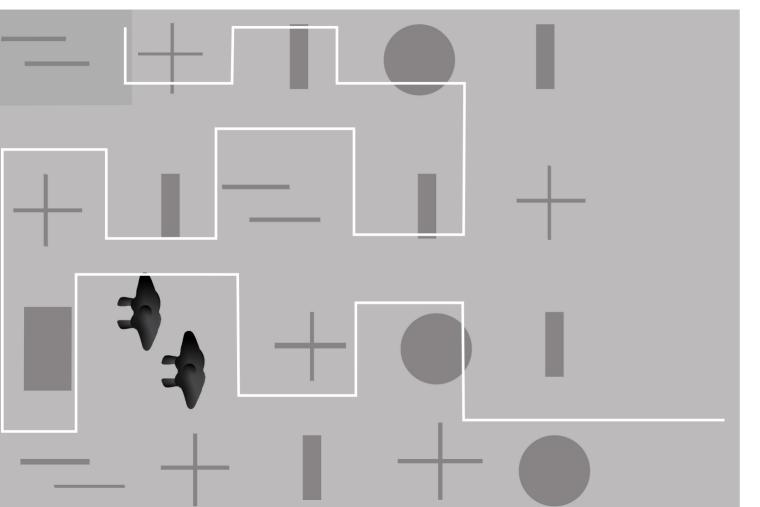


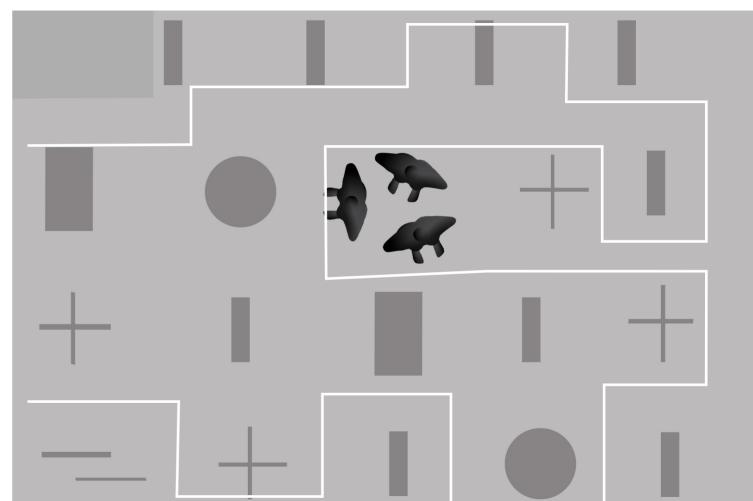
STEP 9.4 MEN'S RUNNING



STEP 9.5 MEN'S TRAINING

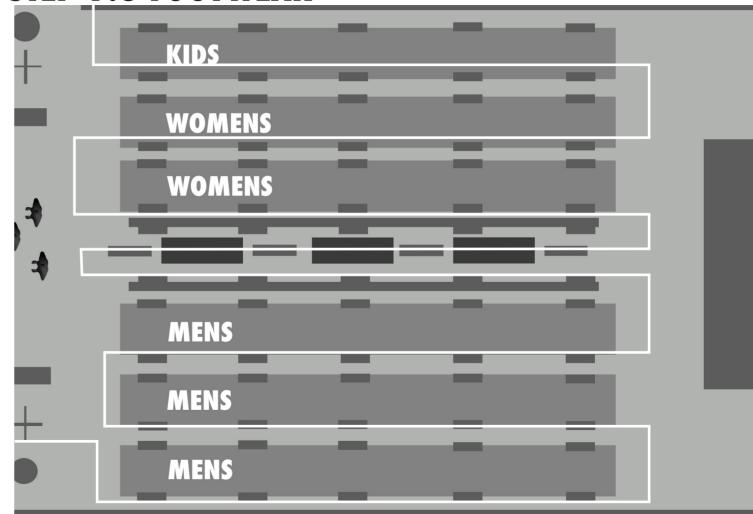
STEP 9.6 MEN'S SPORTSWEAR





STEP 9.7 KIDS





9.9 FLOW PLANS

- Ensure all flow plans are followed to create the optimum journey for consumer to travel
- You may find some consumers do not follow this plan as they have a direct product they are trying to locate. However do not let this distract you from creating the journey they are supposed to travel through
- ☐ These flow plans allow consumers to walk through the store seeing all products and maximises their intake of their surrounding while in- store to make the most out of their visit in your Nike store.
- ☐ Try to get consumers to follow the journey as much as possible. Do this by offering service in category's and show products in specific orders that relate to the journey they need to take.
- Allow the consumers to move around freely if they do not want to follow these paths but try as much as possible to help them follow this.

"THE **CONSUMERS JOURNEY IS KEY** IN ORDER TO **OPTIMISE THEIR** TIME IN STORE"

STEP 10 SPORTSWEAR CONSUMER TYPES

10.1 WHO ARE THE CONSUMERS USING THIS LAYOUT

The Young And The Faster

- ☐ They are the heart of Nike sportswear, you need to serve them though all dimensions of their lives. Knowing and understanding them can help you serve them to their needs.
- ☐ They have a quick metabolism, so you need to catch their attentions with relevant purpose. Get to know their interests and style in order to share the latest looks and trends that suit their needs.
- ☐ They all have the desire for real and can see if you are not authentic. so connect to them authentically, Speak using your own unique voice and share your genuine passions for sport, style and Nike with them where ever possible

- ☐ They are a generation of Creative Directors, embrace and empower their creativity and let them flourish. Invite them to customize products though NIKE ID and custom services such as the Style Studio or Immersive room.
- ☐ They have a passion for sport so ask their sporting style and invite them in though that. Connect through your genuine passion for sport and show them how to represent sporting style just like Nike do on and off the field.
- ☐ They are early adapters help to ensure they have it first. Show the latest products and share whets coming next to but do not be surprised if they already know.

The Four Young And The Faster Categories

Generally there are four mid-sets for our consumers to fit into. These categories represent their behaviour and engagement with Nike as a brand. You need to know the importance of all these categories to understand who we are targeting with our ides.

	THE TECH CREATOR	THE SNEAKERS OBSESSED	THE STYLE EDITOR	THE SPORT INSPIRED
WHAT THEY VALUE?	-New style innovation -Being the first to know	- Knowing the story - Having bragging rights	- Unique looks	- Being perceived as cool
THEIR CURRENCY IS?	Knowledge	Access	Discovery	Cool
THEY ARE LOOKING?	Ahead	Down	In the mirror	Around

10.2 SNEAKERS OBSESSED

- ☐ They value exclusivity and immersive experiences yet are tired of the hype of products when they are not hard to get. They value shoes more than a whole outfit, but stride for irreverence and rarity.
- They prioritise what is on their feet and follow brands that do not follow the stereotypical rules of fashion. They have a need to get the lastest rare products so they know they have the lastest fire products, leading to them not necessarily caring about what others say or think to them. They follow the stories and acknowledgment that as credibility as they know the value behind the product's they are obsessed with.

HOW TO FUEL THEIR FIRE

- Invite them to exclusive launch events and crucial brand moments.
- Share upcoming releases with them
- Provide detailed information about new styles and inspiration
- Offer in-store services they can benefit from such as the immersive room and sneaker cleaning
- Be authentic as they will know if you are faking it

HOW TO STYLE THEM

- Start with the newest and freshest sneakers and work your way up
- Take inspiration from the shoes by using complementary colours for a coordinated look or contrast colours to catch peoples attention

Sneaker obsessed are the original sportswear fans. They are shoes first, always. They crave access to these exclusive products and the stories behind them

10.3 STYLE EDITOR

- ☐ They value making their own expression and unique contrasts high or low in price. Looking for a holistic silhouette they value unique touchpoints and unexpected accents by being modern and original.
- ☐ They prioritise exploring and discovering hidden gems that nobody else would see. They care about full expressions and love to incorporate the unexpected. The enjoy the balance of uniqueness and style all while adding in sophistication as the details make a difference

HOW TO FUEL THEIR FIRE

- Recommend unexpected or unconventional options
- Show them distinctive details and sophisticated prices
- Show then all the available colour-ways
- Allow them to discover all possibilities and products

HOW TO STYLE THEM

- Help them express their personalities with distinctive look and sophisticated style
- Pair unexpected items for an extra impact mix modern with retro, neutrals with pops of colour, colour blocking with prints and high and low price point items
- Encourage them to feature Nike pieces alongside their favourite designers, vintage items and high-street products.
- Ask them what they are planning to wear and item with and suggest other items that would match well with these
- Learn their style icons and recommend options based on those

Style editors are more concerned with their own expression than what is perceived as cool. They are looking for products to amplify their voice but they are not walking billboards

10.4 SPORT INSPIRED

- ☐ They value their community and their core crew. The friendship group they belong to is large due to the teams they are apart of. They value the confidence they get from having the new coolest sports gear.
- They prioritise their group and crave the validation that they are cool from their inner circle. They also prioritise the accessibility to get these products, but most importantly getting conformation that it is cool.

HOW TO FUEL THEIR FIRE

- Ask who they style themselves after which Athletes, Celebrities, and Social Media icons
- Show them what is popular and how to style it
- Establish credibility through your knowledge of sport and style
- Give them the confidence to wear heritage priced products alongside modern classics

HOW TO STYLE THEM

- Recommend on-tend and head-to-toe looks that fit their active lifestyles express themselves and add to their connection with sport, athletes and influences
- Show them the hottest items and how to wear them
- Make it easy to complete looks and mix and match options
- Mix must have items from their favourite performance categories
- Take cues from their friends and style icons

The sports inspired seeks inspiration from sports and culture. Generally younger looking and still trying to find their voice. They want to but need guidance on how

10.5 TECH CREATOR

- They crave innovation and style in new forms and accept all Nike's new innovations. They take streetwear and incorporate technology and a futuristic feel to become technologically styled.
- They prioritise forward thinking and new outstanding designs while focusing on functional solutions. They prioritise the mix of sport style and technology to create a cohesive futuristic style.

HOW TO FUEL THEIR FIRE

- from using them
- Show them what is new and advanced for the market
- Establish credibility through your knowledge of new and all technology within products
- Give them advice on new tech styles that are coming out to allow them to think ahead of purchasing

HOW TO STYLE THEM

- Recommend futuristic styles that are shown within our new sportswear
- Show them the most advanced items you have in store
- Mix new items with technology to create a slick style
- -Give the assurance that this is the newest and best product around
- Be genuine they will know if you do not know about the technology as they will probably already know and will have done a lot of research into

The tech creator gain inspiration from technology - Show them the latest technology and explain the benefits they can gain and their advances. They research new innovative product and can tell you first hand what benefits each feature has

WELCOME

Now No.

- INVITE
- Nike +
- SNKRS App
- Invite to events
- Invite them to return and share product stories
- Invite to stores immersive opportunities

SALE

- Use try on and trial feedback
- Gain commitment to the purchase
- Meet them where they are with mobile POS

ENCOURAGE

- Try on and validate fit and feel
- -Use holograms to encourage a choice of products
- Make recommendations
- Present product and offer personalized service

- Authentic and personal greeting
- Tour the sportswear zone/ store and what is new

LISTEN

- Learn their mindset
- Learn their style needs and preferences

RECOMMEND

- Product that matches their needs and preferences
- Personalized Footwear fitting
- Bra fitting
- -Use environmental storytelling to share benefits, history and heritage

STEP 11 SCAN TO PLAY

SCAN TO PLAY STEP 10.1

- ☐ Scan to play allows consumers to unlock discounts and play in an augmented reality world while shopping in the store..
- ☐ They scan the QR code to unlock the camera which shows animations of different Nike products
- When specific animations are selected it unlocks a 30% off discount off the entire store. To drive consumers to use the QR codes and push our online statistics
- ☐ It creates a virtual world for the consumer to visit whilst being in store. However it makes them inclined to use the virtual elements in-store as they can see that AI is a fun element we can add into their day to day lives







WHERE TO PLACE THE SCAN TO PLAY SIGNS



STORE FLOW

□ PLAN IT | AI

To continue the storytelling of AI priorities the new improved features within the store. This is to be executed in time for the launch of 30.04.2020

□ MERCHANDISE IT |

Stores are to priorities the AI launch then focus on other styles and features. These focus points need to be move to the main drive isles and the lower section on apparel. Replace old stock with the new 2020 stock and make it a focus point

STORES WITH ONLY HIGH BINS |

Move all styles to the centre and most focal footwear bins

STORE OVERVIEW |

Use zoning to build a journey in your store based on the priority styles. Over head Floor plans will be given on the spacial design booklet take this as inspiration on how to ensure your store is layout appropriately

WEEKLY UPDATES

- -Priorities AI Features
- -Priorities Hologram fittings
- -Priorities New hangers
- -Prioritise New AI setup

STEP 12 PHOTO FEEDBACK

PHOTO FEEDBACK STEP 10.1

- ☐ Monthly Photo Feedback
- ☐ Provide photo feedback and share your stores story!

 The reason for monthly feedback is not only to share your work but to help use see the changes in store and how much the consumer is engaging with the New AI elements.
- ☐ It is important to capture photos each month to provide a different style to your store and see your capabilities.
- ☐ Please refer to Window Displays and set up form guideline.
- ☐ Please make sure the image quality is good, sharp and NOT blurry, well lit and relevant
- □ Upload photos to BOX using the like; https://nike.ent..box.com/folder/24070569225

PHOTOS REQUESTED

When uploading photos label all photos as the name appears on the list.



PHOTOS OF ALL WINDOWS

Primary, Secondary etc..... All window displays (only show the windows that are relevant to this monthly campaign)

- x1 of each window for the outside of the store at an angle so the mannequins can be seen
- x1 of each window from the inside of the store



OVERVIEW OF INITIATIVE ZONE AND DRIVE ISLE

Include working Hologram images and mannequins, as well as initiative walls and store layout.

- x1 image from the inside of the store showing all the features
- x1 image of each wall display and new stock laid out
- x1 image of each working hologram in each category
- x1 image of the holograms with styled mannequins
- x1 image of drive isle with working hologram in place
- x1 image of footwear drive isle located at the back of the store
- x1 image of the new immersive store room fully set up



- x1 image of the style studio up and running.

- x1 holograms and mannequins



- x1 wall display and stock layout

Women's:

- x1 holograms and mannequins
- x1 wall display and stock layout



Kids:

- x1 holograms and mannequins
- x1 wall display and stock layout

