



**SHARE. LEARN. SUCCEED.**

*Revitalize the Customer Experience*

**33rd Annual Conference**

**April 25 - 28, 2010  
San Antonio, TX**

**Title Sponsor**



**Platinum Sponsor**



**Silver Sponsors**





## Dear IBM Retail User Group Members

Yes, the economy is certainly challenging indeed – but take heart! Things are in good shape in San Antonio!

The IRUG board has been busy planning a tremendous conference this April – And best of all, it will be in the Texas Hill Country of San Antonio at Marriott's newest resort. The hotel opened last month and is definitely worth making the conference as it's filled with the latest customer interfacing technology available – please check out the latest on the resort at this website - [www.jwsanantonio.com](http://www.jwsanantonio.com)

Our theme this year is "**Revitalizing the Customer Experience**". For main tent sessions, we have several excellent topics lined up:

- 1 **Gartner** will share their insight and perspectives on the evolution and future of the consumer retail experience and how retailers are having to change to keep pace.
- 2 **Migros**, a leading Swiss retail super store chain with a steadily growing international presence, will present their technology advances in fresh item management.
- 3 **Dairy Queen** will be presenting their experiences with a recent project rollout of mobile coupons and alternate payment methods.

For the Super Sessions, we have revised the format and will be making these much more interactive. Two are planned as follows:

- 1 **Motorola** will discuss the ROI behind mobile computing and provide details on how consumer interfacing solutions are being implemented with retailers.
- 2 **IBM** will provide their vision on how technology is changing the customer experience, through technologies such as mobile, self checkout, digital merchandising solutions and others.

And, for Deep Dive sessions, we have these offerings :

- 1 **Shootout at the OS Corral** - This session is about operating environments for stores --- Windows, Linux, 4690, and even DOS.
- 2 **Coupon Hoedown** - This panel-led discussion will explore the wide variety of coupons used in today's retail environments --- from scanning coupons on mobile phones to offering in-store promotions from brick-and-mortar and e-commerce venues.
- 3 **Texas Dust Bowl or Fresh Profitable Perishable** - Customers are demanding more technology, even with perishables. Please attend to see how to leverage this technology.
- 4 **Reach for the Clouds, Partner** - Attend this session and learn from those that lead the development of the ARTS Cloud and SOA whitepapers - how you too can increase customer satisfaction at lower costs by implementing Cloud in a SOA infrastructure.

We are also planning to have approximately 24 elective sessions of 45 minutes each. Based on your feedback, fewer sessions were recommended and we're adjusting accordingly. These sessions will be selected based on the research analysis and membership feedback. As always, remember to visit our website at: [www.ibmretailug.org](http://www.ibmretailug.org).

As you can tell, we are packing lots of fun along with the learning and networking experiences. The IBM Retail User Group is all about **YOU, the USER** – ***So come on out to San Antonio and see how the west was really won!!***

Any member who would like to be a presenter at this year's conference should call the Administrative Office at (440) 238-5880 for more information. ***Without your involvement we cannot be successful!***

Kelly Hewitt  
President

# Conference Information

## IBM Retail User Group 33rd Annual Conference

**Date:** April 25 - 28, 2010

**Location:** JW Marriott San Antonio Resort  
San Antonio, TX

**Host:** IBM

**Registration:**

Mail or fax the enclosed conference registration form by  
**April 20, 2010.**

Mail to: IBM Retail User Group  
8421 Lorraine Drive  
Strongsville, Ohio 44149 USA

**Registration Fees:**

Registration fees include all meeting materials and food and beverage for all scheduled events. Travel and hotel expenses are the responsibility of attendees. Registration fees may be paid at the conference.

**\$ 495** per person

**Hotel Accommodations and Meals:**

Room reservations and hotel charges, including food and beverage costs (except for scheduled events) are the responsibility of the attendees. The group has reserved a discounted block of rooms at the JW Marriott at the rate of \$199. The group will receive complimentary in-room high speed internet access for all attendees. Hotel reservations must be made by **April 16, 2010**. After April 16th is subject to availability.

Reservations can be made by calling the JW Marriott San Antonio Resort at 210-403-3434 or 866-882-4420. Please request the room rate for: **IBMIBMA**.

For online reservations please visit our website at [www.ibmretailug.org](http://www.ibmretailug.org). Click on the Marriott logo on the Conference page.

**Reminder:**

Membership dues and all conference fees must be paid prior to attending the conference.

**Air Line Travel:**

All major airlines service San Antonio International Airport.

**Discount Car Rental:**

Discount car rentals are available with **Hertz**. Hertz is located at the airport and onsite. Reservations can be booked with **CV#041Z0004** online at [hertz.com](http://hertz.com) or by calling Hertz at 800-654-2240.

**Shuttle Service:**

The JW Marriott San Antonio Hill Country Resort is 12 miles from the San Antonio International Airport. Transportation to the hotel is available through Airport Express Shuttle. The shuttle runs approximately every 15 minutes between 7 am and 1 am. Shuttle tickets are sold at the baggage claim area in Terminal 1 and Terminal 2. The average cost is \$38 one way, \$63 round trip. Reservations can be made from a link on our website or visit their website at [www.saairportshuttle.com](http://www.saairportshuttle.com) for advance reservations. A discounted coupon for Airport Express is available on our website.

**Ground Transportation:**

Taxi cabs are available at the lower level curbside, outside of baggage claim, at Terminal 1 and at the front curbside of Terminal 2 just outside baggage claim. Estimated taxi fare is \$35.

**Conference Attire:**

Business casual attire is appropriate for all functions. Meeting rooms tend to be cool, so bring a light jacket or sweater to ensure your comfort.

**Cancellation Policy:**

All cancellations must be received in writing by April 1, 2010 for a full refund of registration fees. A 50% refund between April 2nd and April 24th. No refunds after April 25th, however, replacements for registrants may be made at any time without penalty.

**Meal Tickets:**

Additional meal tickets for lunches and the banquet can be purchased at our registration desk for spouses or guests who would like to attend these functions.

# Conference Registration Form

## IBM Retail User Group 33rd Annual Conference

April 25 - 28, 2010

San Antonio, TX

Organization Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: (\_\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_\_) \_\_\_\_\_

### Attendee(s) Name(s):

Name: \_\_\_\_\_ email: \_\_\_\_\_

Name: \_\_\_\_\_ email: \_\_\_\_\_

Name: \_\_\_\_\_ email: \_\_\_\_\_

Name: \_\_\_\_\_ email: \_\_\_\_\_

### Method of Payment:

**Check enclosed** (U.S. funds only). **Make payable to:** IBM Retail User Group

**Registration form sent by FAX.** Fax to 440.238.6698

**MasterCard payment**

**VISA payment**

**AMEX payment**

Acct. No. \_\_\_\_\_ Exp. Date \_\_\_\_\_

Name on card (please print) \_\_\_\_\_ Total charged \$ \_\_\_\_\_

### Registration fees:

Number attending: \_\_\_\_\_ x \$ 495 = \$ \_\_\_\_\_

**Total Fees Enclosed: \$ \_\_\_\_\_**

Mail this form and registration fees to:  
or fax to 440.238.6698

**IBM Retail User Group  
8421 Lorraine Drive  
Strongsville, Ohio 44149 USA**

# Tour Registration

**IBM Retail User Group  
33rd Annual Conference**

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## San Antonio Tour

Sponsored by *Source Communications*



Explore the best of San Antonio in just a few hours. The first stop is the Alamo, site of the bloody 1836 battle with Mexico over Texas independence. You'll walk the same streets and visit the same buildings as Davy Crockett and Jim Bowie, heroes who died at the Alamo fighting for freedom. From the Alamo, you'll travel to the beautiful, stone mission of San

Jose, with many 200-year-old buildings still standing, including the chapel and it's famous, ornately carved Rose Window, one of the finest examples of baroque architecture in North America. Next, you'll stop at Mission Concepcion, the oldest unrestored church in North America, and view original 18th century frescoes that remain in several rooms. Finally, you'll get a chance to visit El Mercado, a traditional Mexican market featuring authentic Mexican handicrafts and other imports. This is a memorable way to experience the history and culture of San Antonio while visiting it's most famous sites.

**The tour is set up for 25 people, on Sunday, April 25, 2010.** The tour is free to retail members. Associate members, spouses, and guests may register at a cost of \$35.00 per person. Boarding time is 15 minutes prior to scheduled departing time. The bus departs from the **JW Marriott San Antonio Hill Country Resort**.

The chartered bus will leave the hotel at 10:00 am for the tour of San Antonio and return to the hotel at 1:30 pm.

*Please return the lower portion of this form with any necessary fees or fax to 440.238.6698.*

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### San Antonio Tour Registration Form

Organization: \_\_\_\_\_

**Free Tour**

Name (s): \_\_\_\_\_ email: \_\_\_\_\_

\_\_\_\_\_ email: \_\_\_\_\_

\_\_\_\_\_ email: \_\_\_\_\_

**Additional Name(s) @ \$35.00 per person**

Name (s): \_\_\_\_\_ email: \_\_\_\_\_

\_\_\_\_\_ email: \_\_\_\_\_

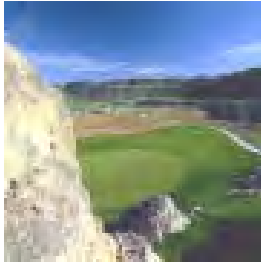
**Number registered:** \_\_\_\_\_ **free**

**Number registered:** \_\_\_\_\_ **x \$35.00**

**Total Fees Enclosed:** \$ \_\_\_\_\_

# Golf Tournament Registration

## IBM Retail User Group Golf Event 33rd Annual Conference



**4690World and QVS** invite you to play in the annual IBM Retail User Group Golf Outing on Sunday, April 25, 2010, at the Quarry Golf Club. A unique course carved out of an abandoned quarry, it placed among the top ten of "America's Top State Golf Courses" in Golf Digest magazine. Designed by nationally recognized golf course designer Keith Foster, The Quarry is recognized around the country for its unique setting and design. The front nine plays in a links style format and features rolling hills, native grasses, and immaculate greens. Upon making the turn, you quickly find out how the course got its name. Nestled within the abandoned quarry, several holes have greens that are bordered on three sides by 100-foot cliffs, with trouble waiting on the other side. In fact, the names given to two of the holes on the quarry side, "Escape from Alcatraz" and "Reload," pretty much tell the story of the back nine.

Enjoy a morning of golf and networking with other Retail, IBM and IBM Business Partner executives. The outing format will be a four-player shotgun and will begin at 8:30 am sharp. The day will commence with registration at 7:30 am and we will wrap things up around 2:00 pm. A box lunch and transportation to and from the hotel is included. **There is NO cost for this outing for Retailers.** Associate Members will be asked to pay \$130 per participant. Club rental is \$49.00 p/associate player if required. If you would like to participate, please complete the golf registration form.

Please return the lower portion of this form with any necessary fees.

### Golf Registration Form

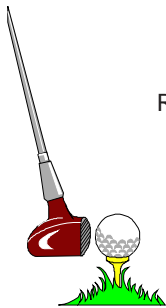
Organization: \_\_\_\_\_ Phone: \_\_\_\_\_

#### Free Golf (Retail)

Name (s): \_\_\_\_\_ email: \_\_\_\_\_  
\_\_\_\_\_ email: \_\_\_\_\_  
\_\_\_\_\_ email: \_\_\_\_\_

#### Additional Name(s) @ \$150.00 per person (Associates/Guests)

Name (s): \_\_\_\_\_ email: \_\_\_\_\_  
\_\_\_\_\_ email: \_\_\_\_\_



Requires rental of golf clubs  Yes  No

Number registered: \_\_\_\_\_ free  
Number registered: \_\_\_\_\_ x 130.00  
Number Club rentals: \_\_\_\_\_ x 49.00 (Associates/Guests)  
Total Fees Enclosed: \_\_\_\_\_

Please make checks payable to: IBM Retail User Group

#### Return your registration before April 16, 2010 to:

IBM Retail User Group  
8421 Lorraine Drive  
Strongsville, OH 44149  
Phone: (440) 238-5880 Fax: (440) 238-6698  
email: [issug@roadrunner.com](mailto:issug@roadrunner.com)

**Please note:** Space is limited and registrations must be received by **April 16, 2010.**

# Agenda

## IBM Retail User Group 33rd Annual Conference

<b>Sponsor</b>	IBM Corporation
<b>Platinum Sponsor</b>	SAP
<b>Silver Sponsors</b>	SAM Group, Inc.
<b>Sunday - April 25, 2010</b>	
7:00 am - 3:00 pm	Golf Outing <i>Sponsors: 4690World &amp; QVS</i>
10:00 am - 1:30 pm	San Antonio Tour <i>Sponsor: Source Communications</i>
3:00 pm - 3:30 pm	Associate Meeting in Exhibit Hall
4:00 pm - 7:00 pm	Registration
4:30 pm - 5:30 pm	1 <sup>st</sup> Time Attendees
5:00 pm - 7:00 pm	Opening Reception <i>Sponsor: Agilysys</i>
<b>Monday - April 26, 2010</b>	
7:30 am - 8:00 am	Continental Breakfast <i>Sponsor: VeriFone</i> Registration
8:00 am - 8:10 am	<b>Welcome</b> <i>Kelly Hewitt, President, IBM Retail User Group</i>
8:10 am - 8:30 am	<b>IBM Executive Perspectives</b> <i>Steve Ladwig, GM, IBM Retail Store Solutions</i>
8:30 am - 9:00 am	<b>Keynote Address</b>
9:00 am - 9:30 am	<b>Technology Trends for Retail 2010</b> Jeff Roster will present a summary of the most recent retail research and trends for Retail 2010. He will examine adoption patterns for business intelligence, CRM and in store technologies. Jeff's background coupled with Gartner's research makes him the ideal person to put the trends into perspective for retailers and vendors who work with retailers. <i>Jeff Roster, VP, Industry Market Strategies, Retail , Gartner, Inc.</i>
9:45 am - 11:00 am	<b>Super Sessions</b> Mobile Retail Management - Information Anywhere, Anytime IBM Future of Checkout
11:00 am - 11:45 am	Refreshment Break in Exhibit Hall <i>Sponsor: Seamark</i>
11:00 am - 1:30 pm	Exhibit Hall Open
12:00 pm - 1:00 pm	Lunch in Exhibit Hall <i>Sponsor: Cornell-Mayo Associates</i>
1:30 pm - 3:00 pm	<b>Deep Dive Session 1</b> <i>(to be scheduled)</i>
1:45 pm - 2:30 pm	Elective Sessions A <i>(sessions to be scheduled)</i>
2:45 pm - 3:30 pm	Elective Sessions B
3:15 pm - 4:45 pm	<b>Deep Dive Session 2</b> <i>(to be scheduled)</i>
3:45 pm - 4:30 pm	Elective Sessions C
4:30 pm - 6:30 pm	Refreshment Break in Exhibit Hall <i>Sponsor: MATRA Systems</i>
4:30 pm - 6:30 pm	Exhibit Hall Open Prize Drawing in exhibit hall
7:00 pm - 9:30 pm	Banquet

# Agenda

## Tuesday - April 27, 2010

7:30 am – 8:00 am	Continental Breakfast <i>Sponsor: ST &amp; J Retail</i>
8:00 am – 8:30 am	<b>Retail Speaker</b>
8:30 am – 9:00 am	<b>RFID, NFC, Mobile Marketing in the Real World</b> Dairy Queen will be presenting their experiences with a recent project rollout of mobile coupons and alternate payment methods. <i>Chris Schwanz Program Director, International Dairy Queen</i>
9:00 am – 9:30 am	<b>Retail Speaker</b>
9:30 am – 9:40 am	<b>2010 Innovation Award</b>
9:45 am – 11:00 am	<b>Deep Dive Sessions</b>
11:00 am – 11:45 am	Refreshment Break in Exhibit Hall <i>Sponsor: Retail Tech</i>
11:00 am – 1:30 pm	Exhibit Hall Open
12:00 pm – 1:00 pm	Lunch <i>Sponsor: Cornell-Mayo Associates</i>
1:30 pm – 3:00 pm	Deep Dive Session <i>(to be scheduled)</i>
1:45 pm – 2:30 pm	Elective Sessions E <i>(sessions to be scheduled)</i>
2:45 pm – 3:30 pm	Elective Sessions F
3:15 pm – 4:45 pm	Deep Dive Session <i>(to be scheduled)</i>
3:45 pm – 4:30 pm	Birds of a Feather Sessions in Exhibit hall
3:30 pm – 7:00 pm	Exhibit Hall Open Prize Drawing in exhibit hall
5:00 pm – 7:00 pm	Reception in Exhibit Hall <i>Sponsor: Motorola</i>

## Wednesday - April 28, 2010

8:00 am – 9:00 am	Breakfast <i>Sponsors: Associates</i>
8:45 am – 9:30 am	Associate Member Meeting / 2011 Booth selection Election of Associate Liaison 2010-2011
9:00 am – 9:30 am	User Group Business Meeting / Election of Directors 2010-2011 ThinkPad Prize Drawing
9:30 am – 9:45 am	Refreshment Break
9:45 am – 10:15 am	<b>Retail Speaker</b> (TBA)
10:15 am – 10:45 am	<b>Retail Speaker</b> (TBA)
10:45 am – 11:30 am	<b>The Emerging Consumer Culture</b> The consumer culture of 2015 will require a different retail environment to attract loyalty. We <i>Daniel L. Hopping, President &amp; CEO, Next Retail Group</i>
11:30 am - 11:45 am	Closing / ThinkPad Prize Drawing
12:00 pm - 2:00 pm	Board of Directors Meeting
12:00 pm – 6:00 pm	IBM POS Application Focus Group
12:00 pm – 12:30 pm	IBM POS Application Focus Group Lunch
12:30 pm – 5:30 pm	IBM Business Partner Forum

## Thursday - April 29, 2010

8:30 am – 9:00 am	Continental Breakfast (Focus Group)
9:00 am – 12:00 pm	IBM POS Application Focus Group
12:00 pm – 12:30 pm	LUNCH - open to attendees from both Focus Groups
12:00 pm – 6:00 pm	IBM Self Checkout Focus Group

## Friday - April 30, 2010

8:30 am – 9:00 am	Continental Breakfast (Focus Group)
9:00 am – 12:00 pm	IBM Self Checkout Focus Group

## Exhibit Hall Hours

### Monday

11:00 am - 1:30 pm  
4:30 pm - 6:30 pm

### Tuesday

11:00 am - 1:30 pm  
3:30 pm - 7:00 pm

# Elective Sessions

## IBM Retail User Group 33rd Annual Conference

### Super Sessions

#### Mobile Retail Management - Information Anywhere, Anytime

Managing information anywhere, anytime – “Revitalizes” the consumer experience, improves associate productivity and maximizes supply chain efficiencies. Managing on the move, instead of from behind a desk, gives customers on-demand access to product information as they shop, provides accurate accounting for stock, reduces shrinkage and provides on-hand availability meeting customer demand and enables checkout lanes to move quickly and efficiently.

Motorola will be conducting a 2010 “Super Session” addressing mobility. Working with leading retailers, Motorola has delivered retail mobility solutions that drive measurable results from the warehouse to the sales floor associate into the hands of the customer. Using mobility solutions, retailers can more effectively respond to customers’ needs, speed transactions, reduce the time-to-checkout, and accurately communicate with back-end systems and maximize cross-sell opportunities.

#### IBM Future of Checkout

Traditional checkout (select-scan-total-tender) remains prevalent, but for how long? Retailers today deliver more at the point of sale (loyalty, merchandising) and subvert the traditional checkout process through e-commerce, mobility, self-service, and operational innovations. POS and store technology must keep up through superior integration, flexibility, and next-gen delivery platforms such as cloud POS.

### Deep Dive Sessions

#### Coupon Hoedown

This session will roll faster than a good old Texas Hoedown — but without the blisters! It covers coupons, a topic bigger than the Texas sky. This panel-led discussion will explore the current technology of coupons used in today’s retail environments — including paper, electronic, mobile, in-store and manufacture coupons — as well as the future of coupon technology, from scanning coupons on mobile phones to offering in-store promotions from brick-and-mortar and e-commerce venues. If you are currently using coupons or are looking to implement coupons in near future you should consider joining our panel of coupon experts as they dance around this lively topic. Hats and boots are optional!

#### Reach for the Clouds, Partner

Cloud Computing, which effectively lowers IT costs for retailers, is an emerging computing model by which users can gain access to their applications from any location, through any connected device, making the infrastructure transparent to the user. As retailers move to achieve the benefits of cloud, ARTS has published a white paper on Cloud Computing that provides guidance on alternative implementations such as public and private clouds, selecting high return on investment applications and satisfying security and privacy requirements. Cloud computing allows retailers to access new IT services on an as-needed basis while paying on a per-use basis. Furthermore, cloud computing is also driving efficient usage of in place infrastructure resources. At the application level, services made available through cloud computing are best delivered through a service oriented architecture (SOA) that it simplifies integration and reuse of business services as described in the ARTS SOA Blueprint released in January 2009. Retailers today are beginning to take advantage of cloud computing and SOA by creating a more efficient infrastructure to deliver the business services needed and providing services to the level of user demand. Attend this session and learn from those that lead the development of the ARTS Cloud and SOA whitepapers - how you too can increase customer satisfaction at lower costs but implementing Cloud in a SOA infrastructure.!

#### Shootout at the OS Corral

The Texas Hill country might have been home to real-life cowboy shootouts in its colorful past, but for today’s retail store environments, the term takes on new meaning. This session is about operating environments for stores — Windows, Linux, 4690, and even DOS. What makes one platform better or worse than the next? Should you migrate to one or the other, and if so, which one, why, when and how? What implications should you consider: application support, security considerations, future needs, ability to manage? Join a lively panel of technology cowboys as they face off and take their best shots at one environment vs another. You can “draw” your own conclusions!

### Governance

#### PCI

This session will focus on the differences between PCI 1.1 and 1.2. You’ll notice that as retailer’s our three biggest challenges have nothing to do with any specific requirement.

# Elective Sessions

## **Texas Dust Bowl or Fresh Profitable Perishable**

When it comes down to it there is a large difference between “great” and “not so good” perishables, and we all know in Retail Grocery, that perishables play a large role in where the consumers will shop. On the great high plains of the Texas Panhandle we see extremely large tracts of land with not a place to plant a single carrot, but in the new world of PC based, Customer and Clerk facing high resolution, interactive scales we see fertile opportunity. The customers are not only noticing a change in store based technology they are almost demanding it. If you believe that “a scale, is a scale, is a scale” and all perishables are equal, then maybe the Texas Panhandle is the best option for you, if you feel you need “growth, increased sales, high productivity, with a lower carbon footprint” then maybe the lush green backdrop of a San Antonio Sunset is for you. Join us and see what the future of FRESH really looks like.

## **Elective Sessions**

### **101 Things I Learned about Retail Systems Architecture**

*Hollis Posey, Chairman and COO, Next Retail Group*

### **Are You Ready for Mobile Bar Codes?**

*Mark Hernandez, Sr. Product Marketing Manager, Honeywell Scanning & Mobility*

### **How to Automate the Retail Replenishment Process and Manage Inventory**

*Kevin Stadler, Vice President Sales and Marketing, SAF AG and Kitman Cheung, IBM*

### **Mobile Payment in the US Retail Market**

*Michael Hess, President, Tech Global Partners, Inc.*

### **Mobile Point of Sale - are you ready for it?**

*Sandeep Bhanote, CEO, Global Bay Mobile*

### **Operational Effectiveness: Front-End and Cash Office Operations**

*Casey Lintner, EVP, Consulting Services, Balance Innovations*

### **Payment Security Strategies for Retailers**

*Lloyd Baylard, Vice President, Hypercom*

### **Profit from Cash-Room Automation and IBM POS Integration with Safe**

*Ed Grondahl, EVP Global Sales, Tidel Engineering, LP*

### **Protecting Credit Card Data through Tokenization and Segregation**

*Lou Sterzenbach, Director of Applications, Pier 1 Imports*

*Lisa VanAmburgh, Sr. Manager, Applications, Pier 1 Imports*

### **Retail Payment Strategies to Counter Fraud**

*Dave Mahr, Senior Director, Business Development, ST&J Retail*

### **Retail Sales Tax Automation – A Key Element of Your Technology RoadMap**

*John Cowan, Director of Retail Solutions Practice, Vertex Inc.*

### **Why the CIO led a Multichannel Loyalty Implementation at Godiva**

*Les Jones, Sr Project Manager - IT, Godiva Chocolatier*

### **Winning the New Consumer**

*Jim Nadler, Vice President – Marketing, afterBOT, Inc.*

### **Are You Using All of StoreGazer’s Potential?**

*David Wadsworth, Vice President, EDJ Enterprises, Inc.*

## **IBM Elective Sessions**

- Business Analytics
- Building a Dynamic Infrastructure for Retail: The IBM Sure Operating Environment
- Cross-Channel/Consumer Centric/Consumer Mobility
- Enhancing the In-Store Shopping Experience with Self-Service
- IBM Loss Prevention - Dramatically Impact Shrink at the Point of Sale and Self Checkout
- IBM SurePOS Hardware Update - NDA
- Loyalty / Promotions
- Reduce Costs of Managing Retail Systems with Improved Service Management
- Retail Innovations in Research
- RSS Fuel Solution Integrates Your Customers' Experience while Expanding Your Retail Sales
- Secure Transaction / Payment Gateway
- Self Checkout Solutions Update
- Shaping the Demands of the Smarter Consumer – a Round Table Discussion
- SurePOS ACE: What is the REAL benefit of an ACE solution?
- TCO and ROI: How IBM Helps Quantify the Business Value of Store-based Technology



**For More Information Contact:**

Kathryn Callaway  
KGBTexas  
(702) 834-5518  
[kathrync@kgbtexas.com](mailto:kathrync@kgbtexas.com)

**RESORT FACT SHEET**

Opening in January 2010, the [JW Marriott San Antonio Hill Country Resort & Spa](#) will bring a new level of luxury to the legendary Texas Hill Country. Deemed the perfect location to open the first JW Marriott Resort in Texas, the site encompasses 600 picturesque acres of rolling hills, meandering creeks and Live Oak trees, all just minutes away from San Antonio.

The JW Marriott San Antonio Hill Country Resort & Spa will be the largest JW Marriott Resort in the world, boasting 1,002 richly appointed guest rooms with expansive views of the Hill Country terrain. Premier amenities distinguishing this property include:

- Two PGA TOUR, 18-hole Tournament Player's Club (TPC) golf courses
- More than 140,000 square feet of customizable exhibit hall and meeting space
- 26,000-square-foot world-class spa
- Six-acre water park with multiple pools, a meandering river, and water rides
- Seven restaurant and lounge options including a multi-media sports bar

A sophisticated but relaxed destination, the Hill Country's inspiring landscapes and the rich cultural offerings of San Antonio afford guests the chance to restore and explore with each visit. Learn more at [www.jwsanantonio.com](http://www.jwsanantonio.com).

**The Ultimate Golf Experience**

The resort will feature the highly anticipated TPC San Antonio, the newest addition to the [PGA TOUR Tournament Players Club \(TPC\)](#) Network. The design powers behind these courses are two of golf's most legendary names – Pete Dye for the AT&T Canyons Course and Greg Norman for the AT&T Oaks Course. The Norman-designed course will begin hosting the Valero Texas Open in May 2010. The club is private and only accessible to members and guests of the Resort.

**Exhilarating Water Features for the Entire Family**

Guests of all ages will enjoy the [River Bluffs Water Experience](#), which includes a thrilling 650 foot rapid river ride, three water slides, and a 1,100 foot long lazy river. In addition, there are children's pools; a serene adult pool; hot and cold plunge pools; whirlpools, and an expansive activity pool. Guests don't have to wait for summer for the ultimate in outdoor fun and relaxation. All outdoor water features are heated during cool weather months for year-round enjoyment.

**Outdoor Exploration**

Nature lovers will have plenty to explore on the property's 600 acres of rolling, oak tree covered hills with an adjacent 100 acre bird sanctuary. Resort guests will be able to meander through the property on a system of hiking and biking trails as they enjoy the [native landscape and wildlife](#).

### **Relaxation and Rejuvenation**

For those who need a recharge, the Resort's [26,000 square-foot Lantana Spa](#) will offer 30 treatment rooms, including two couple's treatment suites with fireplaces and two outdoor private treatment rooms. A complete fitness center and movement studio will feature the latest in cardio-training equipment, free weights, and stationary weight training equipment as well as yoga and other fitness classes. Between treatments, guests will enjoy the peaceful serenity of the spa's heated, lagoon-like pool, healthy refreshments at Replenish Spa Bistro or finding the perfect indulgence at the spa's boutique.

### **Cuisine, Boutique Shopping and Sports – Texas Style**

Resort guests will find [culinary delights and boutique shopping](#) at every corner. The resort's casual restaurant, Cibolo Moon, will serve authentic Texas cuisine that captures the unique flavors of the region. 18 Oaks, at the Golf Clubhouse, with sweeping views of the 18th greens of the two TPC golf courses will showcase prime cuts and traditional steakhouse fare. High Velocity Sports Bar, the Resort's media rich sports venue, will put guests right in the middle of the action with wall-to-wall multi-media screens featuring a variety of sport channels.

At JW Marriott San Antonio Hill Country Resort & Spa, the freshest culinary ingredients will be measured by the distance from farm to table. Sustainability is equally as important and the resort will tend a 5,000 square-foot organic garden that will grow herbs, seasonal vegetables, and lavender as well as a working greenhouse where micro herbs, lettuce, seeding chili and tomatoes will flourish.

### **Ideal Destination for Special Events**

Designed to hosts [events of all sizes](#), the JW Marriott San Antonio Hill Country Resort & Spa offers the largest flexible convention, meeting and event space in the market, with more than 140,000 square feet of space designed with the latest audio visual technology.

#### **Meeting and event facility options include:**

- 40,000-square-foot Grand Oaks Ballroom
- 21,000-square-foot Cibolo Canyon Ballroom
- 40,000-square-foot Exhibit Hall
- 20,000 square feet of space in 19 breakout rooms

#### **Sunday House:**

A destination wedding site, the resort offers unique facilities such as a traditional Hill Country Sunday House offering 1,200 square feet of dining or entertaining space. Historically built by German-American farmers and ranchers who came to town on Saturday for supplies and spent the night for worship services the next day, Sunday houses were small second homes. The JW Marriott Sunday House honors this local tradition as a charming one story, free standing building accented with limestone walls, a metal roof, wood floors, an indoor fireplace, paned windows and spectacular hill country views. The facility is perfect for intimate weddings, rehearsal dinners or bridesmaid luncheons.

#### **Three Outdoor Entertaining Options:**

Distinct outdoor venues ranging from 8,000 to 30,000 square feet offer three incomparable experiences. Just outside the conference center, guests can enjoy 23,000 square foot lawns customizable for outdoor dining and entertaining. At the heart of the resort lies the largest venue, a 30,000 square foot lawn accented by limestone waterfalls, fireplaces, and views of the rolling hills, the 1st hole of the AT&T Canyons course and a canopy of starlit skies. For nuptials al fresco, the wedding pavilion is a covered stone patio framed by majestic oak trees, fountains, views of the 18th hole of the AT&T Oaks course and a private scenic overlook.

### **Technology**

The resort's robust infrastructure will allow for today's ever changing technology needs through a dual 10 gig backbone. There is an Executive Business Center with 24-hour access offering an environment conducive for work or meetings with a full spectrum of services available. Wireless capabilities are also available inside the entire property.

### **World Class Accommodations Blended with Texas Hospitality**

The resort's [1,002-rooms](#), including 85 suites, will reflect the authentic style and hospitality of the Texas Hill Country. The spacious rooms will feature custom designed furniture and finishes that make use of hand-tooled leather, copper and ironwork also used throughout the property. Spacious bathrooms will offer the serenity visitors expect from a luxury resort experience.

### **Greeninitiatives**

The JW Marriott San Antonio Hill Country Resort & Spa is a proud participant of various environmental, energy conservation and waste reduction initiatives, or as we like to call them, [Greeninitiatives](#). A few unique efforts include:

- The PGA TOUR golf facility is designed for water conservation, featuring a closed loop irrigation system that will catch water run-off for reuse with a vision to be certified by the Audubon Cooperative Sanctuary Program.
- The Resort's interior walls are supported by recycled steel studs rather than the traditional wooden studs. For each ton of steel recycled, 2,500 pounds of iron ore, 1,000 pounds of coal, and 40 pounds of limestone are saved.
- The climate systems in all guest rooms will feature a "smart system," recognizing when exterior doors are open and automatically shut down to conserve energy.
- Low-flow showerheads and toilets will be installed in all guest baths and Energy Star qualified Compact Fluorescent Light (CFL) bulbs will be used throughout the Resort.

### **The Location**

Located less than 20 minutes from the San Antonio International Airport and 30 minutes from downtown, JW Marriott San Antonio Hill Country Resort & Spa is part of the master-planned community of Cibolo Canyons. Composed of 2,800 acres of stunning landscapes and custom homes, the Cibolo Canyons community is distinguished by rustic heritage and refined style reflective of the area's ambience.

### **JW Marriott Hotels & Resorts**

*JW Marriott Hotels & Resorts is Marriott International's distinctive luxury brand appealing to business and leisure travelers who appreciate and value authenticity, anticipatory but unobtrusive personal service, delectable dining experiences and elegantly informal surroundings. With award winning spas and enhanced fitness centers, this brand is particularly favored by seasoned travelers who want to maintain their personal well-being while traveling. There are currently 42 JW Marriott Hotels & Resorts operating in 20 countries, with another 23 properties expected to open over the next 48 months, bringing the total number of hotels to more than 60 hotels in 24 countries.*