

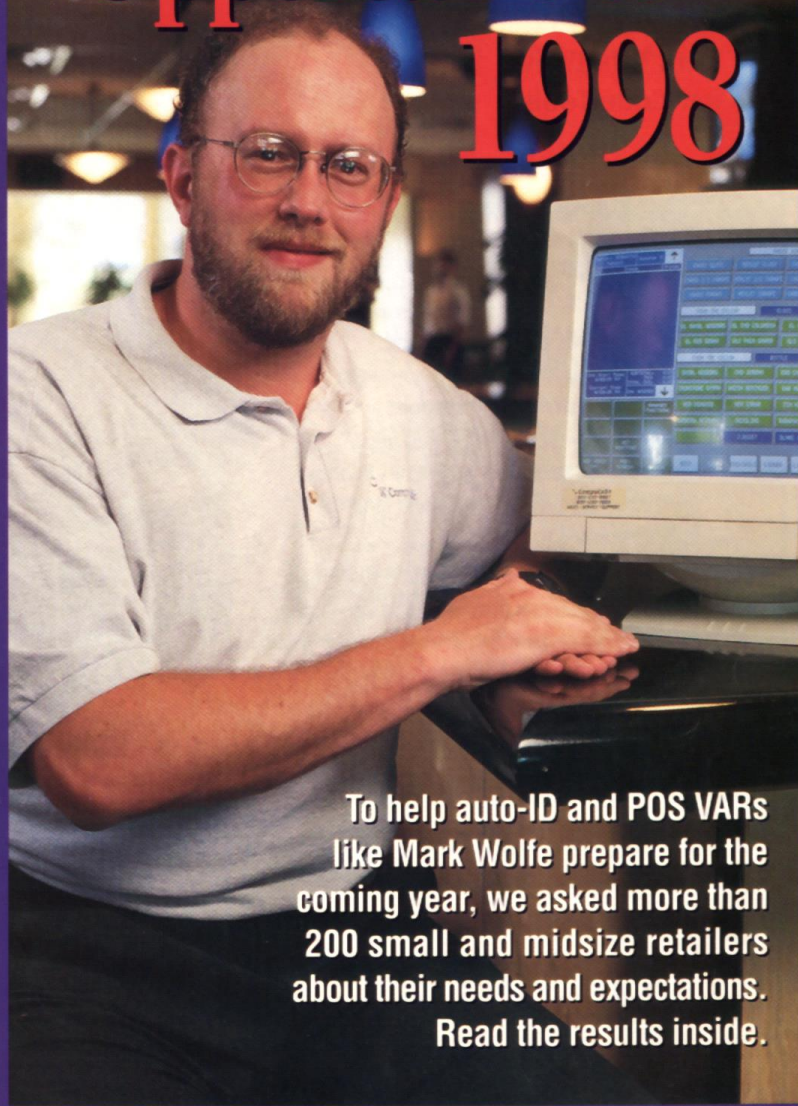
A Blast from the Past

Does This Guy Look Familiar?

RESELLER MANAGEMENT • SEPTEMBER 1997

VERTICAL SOLUTIONS

Retail Technology Opportunities 1998



To help auto-ID and POS VARs like Mark Wolfe prepare for the coming year, we asked more than 200 small and midsize retailers about their needs and expectations. Read the results inside.

▶ Give customers' business goals top priority pg S4

▶ Customer satisfaction tips pg S4

▶ VARs comment on our findings Beginning pg S8

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