

What Do Retailers Say Will Deliver Growth?

A new survey conducted by MORAR Consulting on behalf of Epicor* reveals key success factors and risks of growth for retailers.

Are these success factors present in your business? Can you avoid these risks?

Aisle to Growth

Key Success Factors

Risks to Avoid

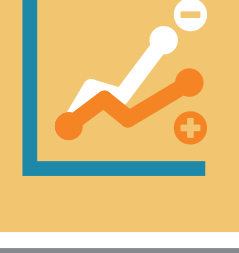
65%




Hard work and determination

37%

are wary of the potential negative consequences of unplanned growth



Good planning



52%



43%




The right skills

35%

worry that current skills and technology can't cope with more complex projects



34%

think operational pressures may damage quality and customer satisfaction




Agility and market responsiveness

35%




30%




The right technology

32%

wonder if senior executives will be able to manage a more diverse business




30%

fear that their IT systems won't be able to handle a more complex business model



73%



73% agree that an effective and integrated IT infrastructure is essential for business performance

Retailers with the right business management system can stay on the path to growth without being diverted by the risks.

Download our Growth Survey eBook




*Source: Planning for Retail Growth, April 2016.