



CONNECT  
WITH YOUR  
COMMUNITY



# HIVE RECOMMENDS

Becoming a Retail Hive recommended partner

Our members include:



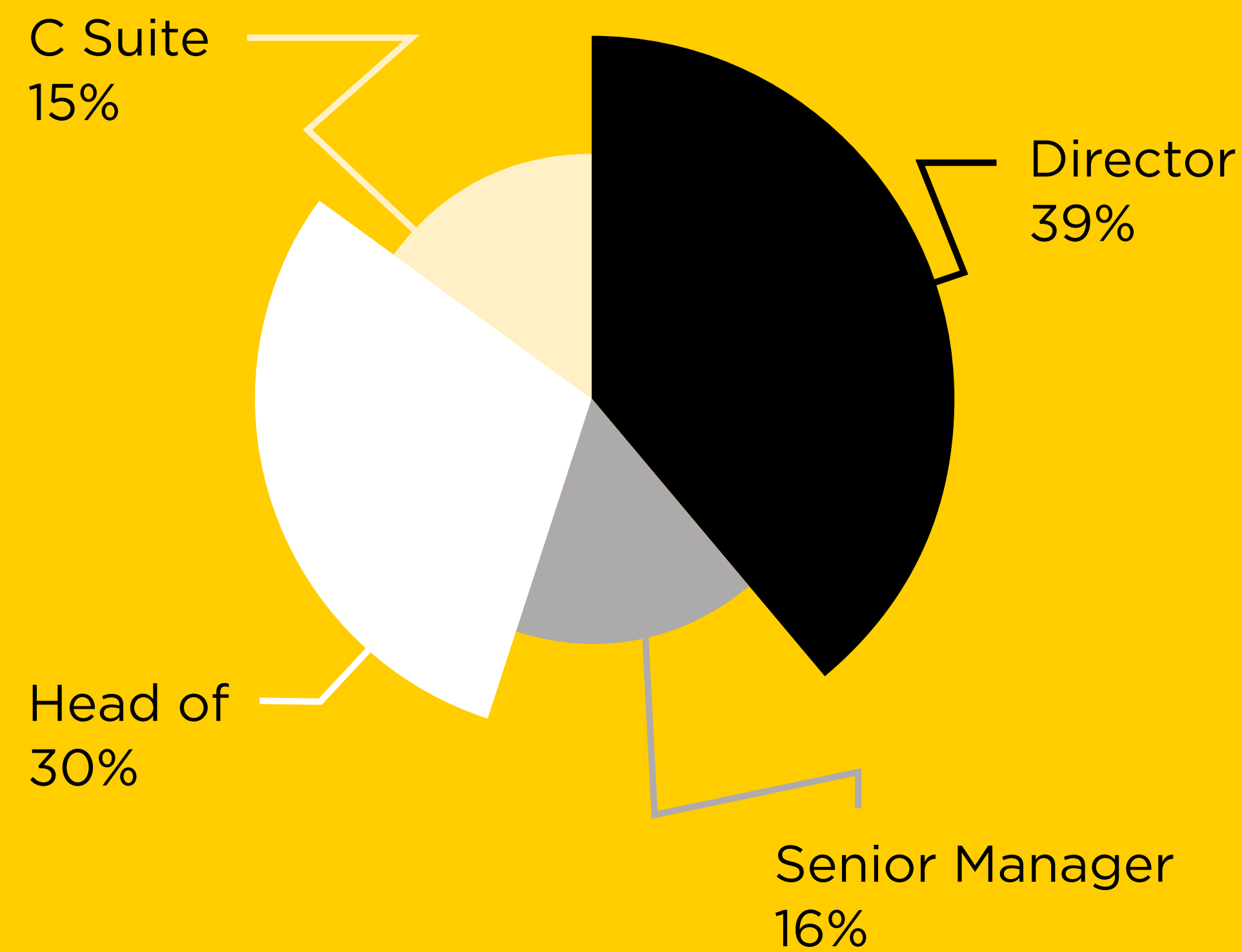


**As a strictly invitation-only community, The Retail Hive connects senior retail leaders and solution providers globally to disrupt, innovate and evolve the retail industry.**

Only senior leaders with strategic responsibility are invited to join The Retail Hive. This ensures that we can build structured, targeted connections at the highest level, delivering value for both our members and partners alike.



### Our members represent:



**Click here**

to see the breakdown  
in further detail



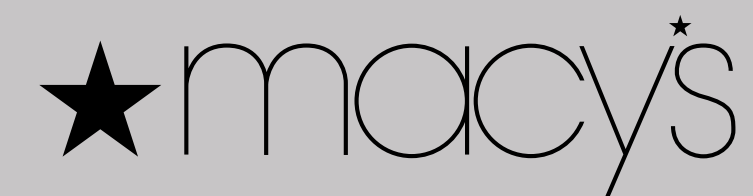


# THE RETAIL HIVE

## MEMBERS REPRESENT...



NORDSTROM



SPACE.NK  
apothecary



Walmart ✱

dyson

Sainsbury's  
*Argos*

**FATFACE**  
UNITED KINGDOM

NEW  
LOOK



ALLSAINTS  
SPITALFIELDS

*Boden*

**TESCO**

M&S

John Lewis

L'ORÉAL®

**ASOS**  
discover fashion online



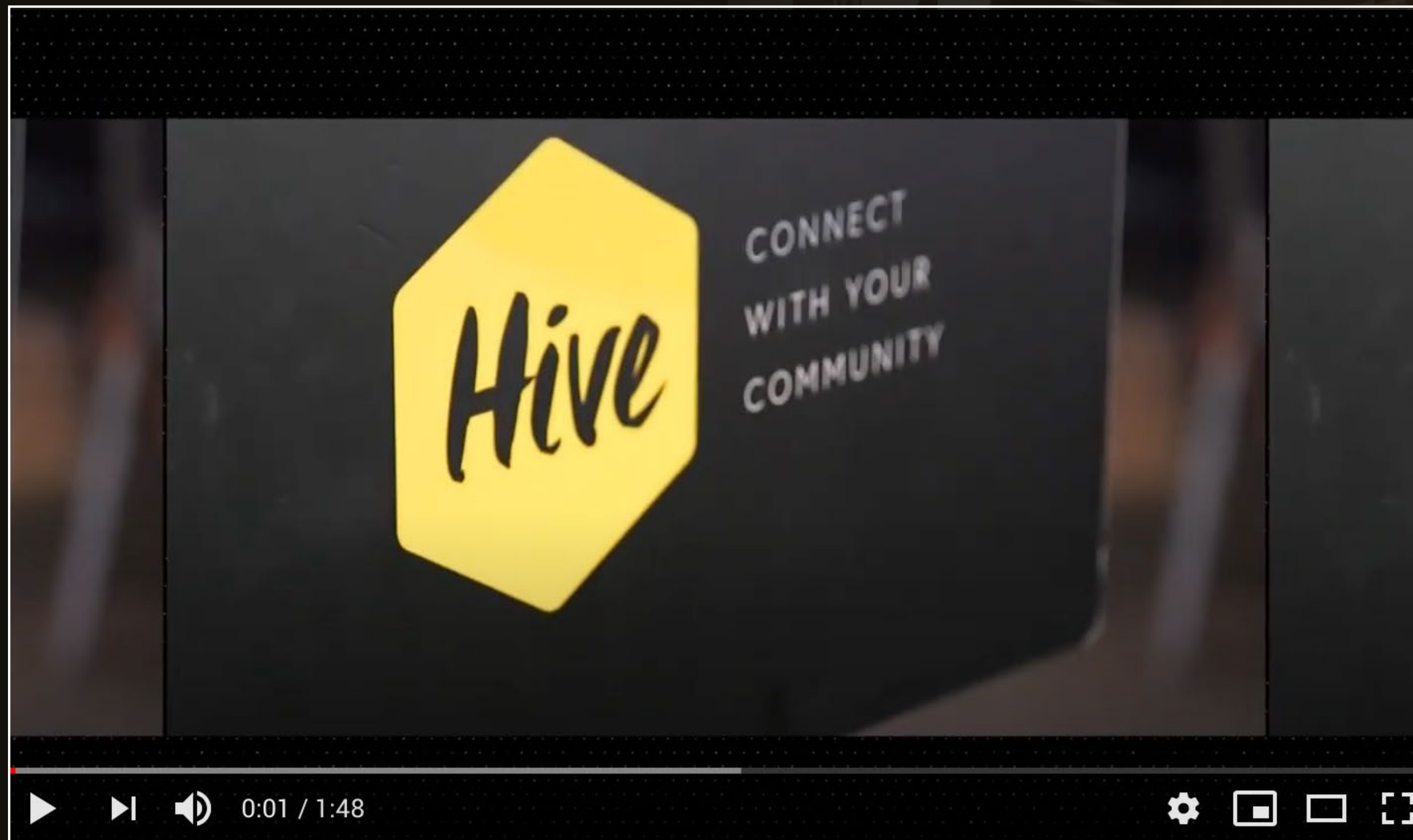
*Clarks*



**ASDA**



# OUR MEMBERS' VIEW OF THE RETAIL HIVE



“

*“The Hive is an invaluable platform for sharing ideas and gaining insights amongst like-minded professionals”*

**Managing Director, Gentle Monster**

*“Fantastic networking and very interesting exchange of ideas - inspiring and eye opening”*

**European Retail Director, Dolce & Gabbana**

*“Relaxed, well organised and well structured event. Met several great new contacts.”*

**COO, Lovehoney**

*“An unrivalled opportunity to gain industry insight, benchmark, network and meet a curated group of service providers who you can prospect in a fun and relaxed environment”*

**Brand Director, Scribbler**

”



# RETAIL HIVE LOCKDOWN STORY BY NUMBERS...

During the last 3 months our members have been more engaged and connected than ever before as they help one another navigate through the pandemic - over **200** leaders representing **125** brands and retailers...



Have attended between them **38** interactive digital event and boardroom discussions over the last 3 months, hosted by **16** recommended solution partners.

Sharing their thoughts, opinions and experiences across **40** priority business themes.

Generating high level insights now contained in over **40** reports.

That have been shared right across our network of **1,500** members.



Which has led to over **5,000** introductions made for retailers seeking the answers and solutions for their business.



With retailer to vendor introductions after each discussion at 100% leading to **81%** conversion to diarised follow up.

This in turn has led to converted business for our recommended partners including -

“

*Within 7 days of a Hive Digital Boardroom I closed an enterprise deal with an \$11 billion business. It was thanks to insight from The Retail Hive team that I was able to approach the client immediately with a tailored solution to their problem, which was fully functioning on their site 4 days later.*

Director, Bold360 by Log Me In

”

“

*I spoke to The Retail Hive regarding a solution that I needed implementing. They talked me through and then immediately introduced me to one of their recommended partners, who within 24 hours had organised a demo for us. It ticked all of our boxes and the ease of use was fantastic. We signed the next day and it was live on our site within 4 days.*

Customer & Digital Director, Kingfisher

”



# THE WAY **WE HIVE**

The Retail Hive is a living, breathing community and our partners are able to demonstrate their solutions and thought leadership to our members in a number of ways

[Click on any of the below to learn more...](#)





# OUR PROMISE TO OUR PARTNERS

1

## **All eyes on you**

We strictly limit the number of Retail Hive partners so you'll host your own discussion with the undivided attention of our members.

2

## **No surprises**

You will know the challenges our members are facing in advance, through insights gathered by The Retail Hive Network Managers as part of our research process.

3

## **Expert-led**

By leading discussion on a specific, relevant topic recommended by our members and aligned with your expertise, you will have in depth conversations with senior retailer leaders throughout the day.

4

## **Quality time**

One-to-one meetings will be arranged with your chosen Retail Hive members; this will enable you to discuss their specific requirements and tailor your proposition accordingly.



# OUR PARTNERS' VIEW OF THE RETAIL HIVE

“

*The Hive brings together a great mix of people from multiple background and throws them together in a series of activities that draw out common issues, thoughts and strategies.*

Associate Director, Translations.com

*Thanks for this morning, really great session. Looking forward to planning the next.*

Marketing Director, DHL

*Great session today and loved all the insights! Also, thanks for all your efforts towards making it a great experience.*

Director, UNBXD

*Very open and positive environment to engage with key people in the industry*

Account Director, Metapack

”



# Retail Hive schedule at a glance....

JUNE		JULY		AUGUST		AUTUMN	
3.6.20	<b>Digital Boardroom:</b> Warehouse of the Future	2.7.20	<b>Virtual Meeting:</b> Focus on D2C – eCommerce for Brands	5.8.20	<b>Digital Boardroom:</b> Clienteling and personalised experiences	Format of Autumn meetings tbc depending on global CV19 situation and guidelines on social distancing and travel.	
9-11.6.20	<b>Digital Week:</b> Harnessing Data & CX to Influence Customers	8.7.20	<b>Virtual Meeting:</b> Growth in International Markets	12.8.20	<b>Digital Boardroom:</b> Warehouse of the Future		
17.6.20	<b>Digital Boardroom:</b> Social Acquisition with ME+EM	9.7.20	<b>Digital Boardroom:</b> Dark Stores	19.8.20	<b>Digital Boardroom:</b> Customising Customer Journeys	17.9.20	Innovation & Collaboration in Customer Experience
23.6.20	<b>Digital Boardroom:</b> Marketplaces & Digital Growth	14.7.20	<b>Digital Boardroom:</b> Connecting Data and People	26.8.20	<b>Digital Boardroom:</b> Does location matter?	24.9.20	Growth in International Markets
		16.7.20	<b>Digital Boardroom:</b> Authenticity & Customer Communication			29.9.20	Retail Hive USA: Omnichannel and the Future Store
		21.7.20	<b>Digital Boardroom:</b> Collaboration in Supply Chain			15.10.20	Focus on Fulfilment
		28.7.20	<b>Digital Boardroom:</b> Preparing for Peak			4.11.20	Innovation in the Nordics

We are hopeful that by 2021 the guidelines on social distancing will have been relaxed and we will once again be able to meet in person. Please mark your diary for the following member meetings:

4 Feb 2021	11-12 March 2021	22 April 2021	28th April 2021	20 May 2021
<b>Digital Luxury</b> London	<b>Retail Hive Exchange</b> Luton Hoo	<b>Focus on Fulfilment</b> London	<b>The Connected Customer</b> NYC	<b>Focus on Digital Marketing</b> London



# HIVE RECOMMENDS THE RETAIL HIVE STAMP OF APPROVAL



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