



# Mobile-first POS in the modern retail store: A buyer's checklist



## A HOT TOPIC

"The move to mobile POS (mPOS) for associates is the single fastest adopting trend we have seen since the rush to get stores Internet-enabled."

-IHL Group

"The global mobile POS terminals market size was valued at USD 36B in 2022 and is estimated to expand at a compound annual growth rate CAGR of 11.1% through 2030."

-Grandview Research

## So many choices, so little time

Mobile-first POS is indeed a hot topic in retail these days. And with good reason. Tethering associates to a fixed POS device - effectively anchoring them to the cash wrap - makes it very difficult for them to support all the new customer-facing and operational demands of modern retailing.

That's why so many retailers are considering investing in modern POS technology that seamlessly and instantly transitions between fixed and mobile devices. That's also why so many technology vendors are suddenly popping up with mobile POS offerings with many different options, capabilities and features.

The challenge many will face when they consider investing in mobile POS will be parsing all the overlapping and conflicting vendor messages to determine what's important.



## A checklist by retailers, for retailers

Aptos has spoken to dozens of retailers exploring mobile POS investments, and along the way we documented the things that mattered most to each. We analyzed and ranked the things that consistently appeared at or near the top of most RFIs, RFPs and demo scripts.

We initially created this checklist to help us prioritize our R&D investments, but we hope it may also help you prioritize the capabilities and characteristics to look for when investing in modern, mobile-first POS solutions.



## The technology is ready to meet the moment, but are all the solution options?

Modern POS solutions that are designed to be mobile first (but - importantly - not mobile only) can empower the store in ways previous generations' technology could not. Instant and seamless device flexibility, modern UX design, enhanced resiliency and redundancy options, deep functionality, real-time access to enterprise data and more all lead to associates who are ready and able to answer every question, fulfill every option and convert every opportunity.

The trick, as it always is with technology investments, is to vet your options carefully. No two mobile POS solutions are alike, and their connectivity, flexibility and capabilities can vary greatly.

We hope this checklist will help your evaluation, and we hope you will consider **Aptos ONE POS**, our mobile-first POS solution that enables associates on every device, fixed or mobile, inside the store and out. We believe it checks all the boxes on this list.



### About Aptos

Aptos is the leader in Unified Commerce with a rich history of helping retailers around the globe deliver unified omnichannel experiences for their customers. At the heart of our portfolio is Aptos ONE, our Unified Commerce platform.

Aptos ONE Cloud POS is our mobile-first, microservices-based and patented offline-resilient Cloud POS solution. **Aptos ONE POS** combines deep POS capabilities available on any device - fixed or mobile - with complete configurability for easy adaptation and differentiation.

Learn more at [aptos.com](https://aptos.com).

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