

# **TECH IS EMBEDDED IN OUR DAILY LIVES**

1 4G

📶 78% 💼 10:55

There are officially more mobile devices than people in the world

0 G 🕲 🖻

Britons spend more time on tech than asleep

0 🗓 🖃 🕅 **G** 🍥 🖻

10:5



0.00...

### ...AND MAINLY IN A GOOD WAY!

people in the UK think technology makes life more enjoyable

in10



"Years ago you would spend money on furniture as a statement piece for your home. Now you spend it on a beautiful piece of technology."



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### **NEW TECH FASCINATES US**

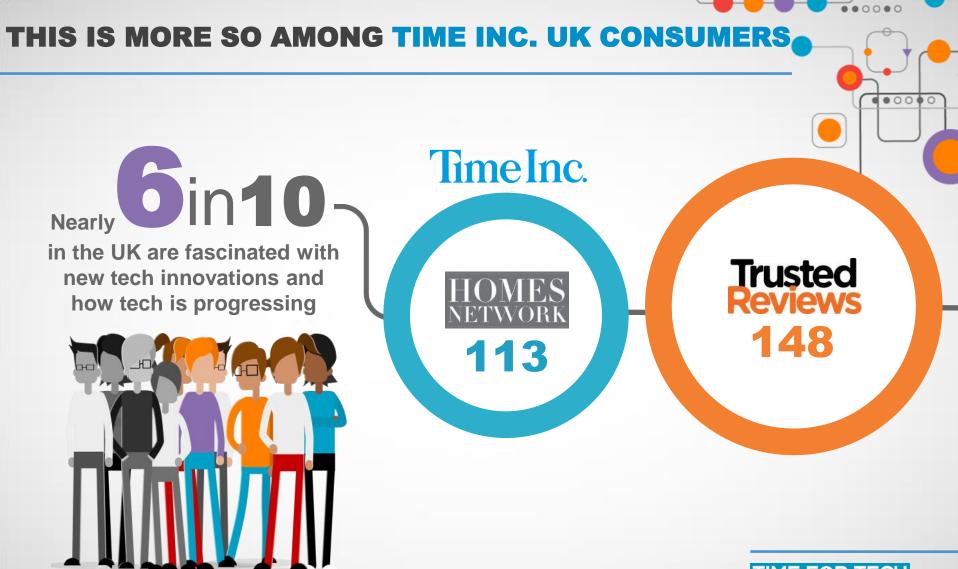
Nearly **5in10**in the UK are fascinated with new tech innovations and how tech is progressing

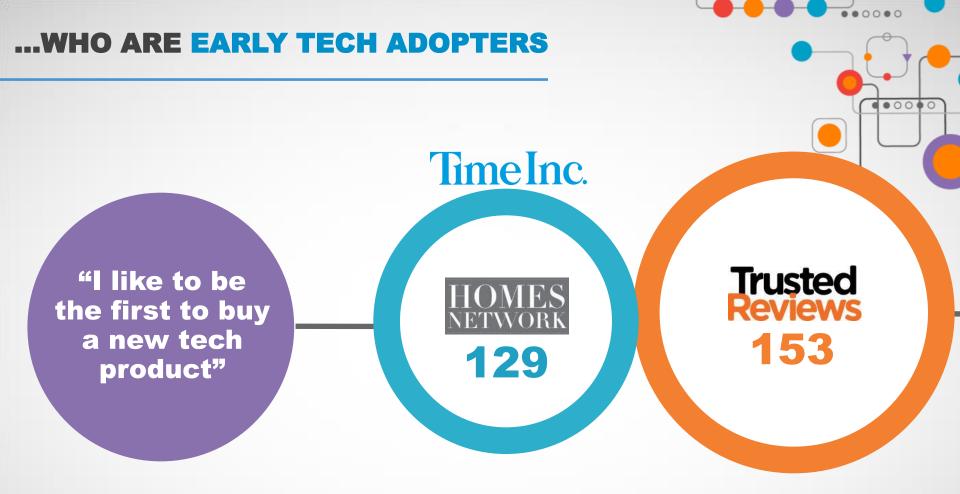


"I can remember being excited about going to John Lewis to browse the Villeroy & Boch tableware. Now I go to browse the new products by Bang & Olufsen."

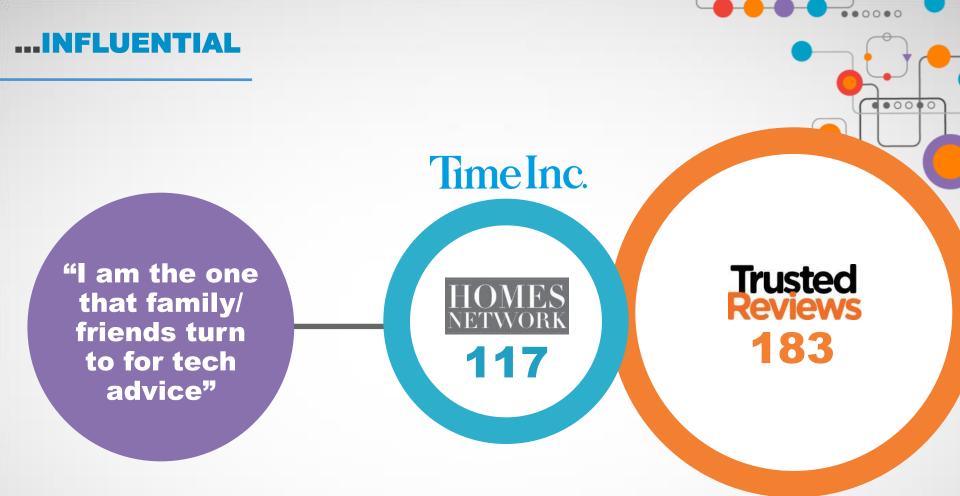


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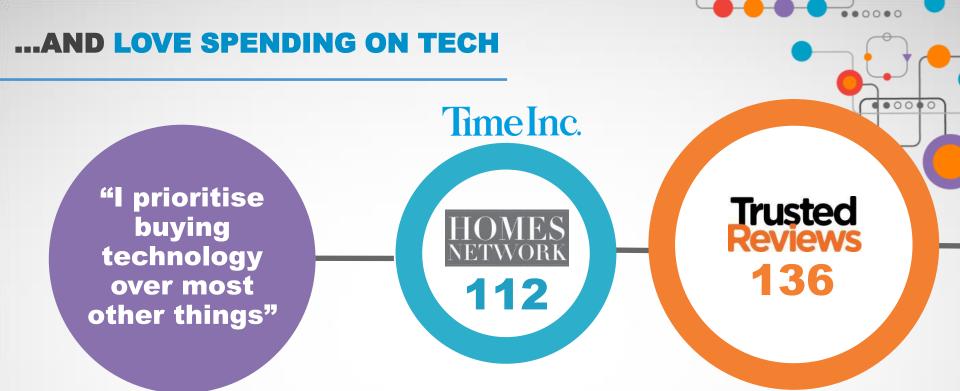












# **8.8 million** TIME INC. CONSUMERS





# **OUR RELATIONSHIP WITH TECH**

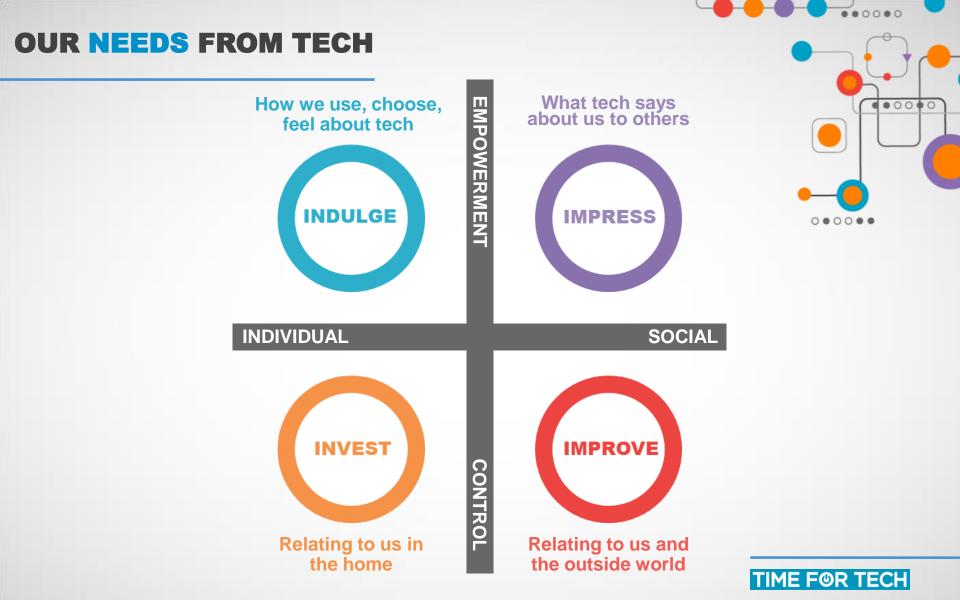
What drives our attachment to tech?



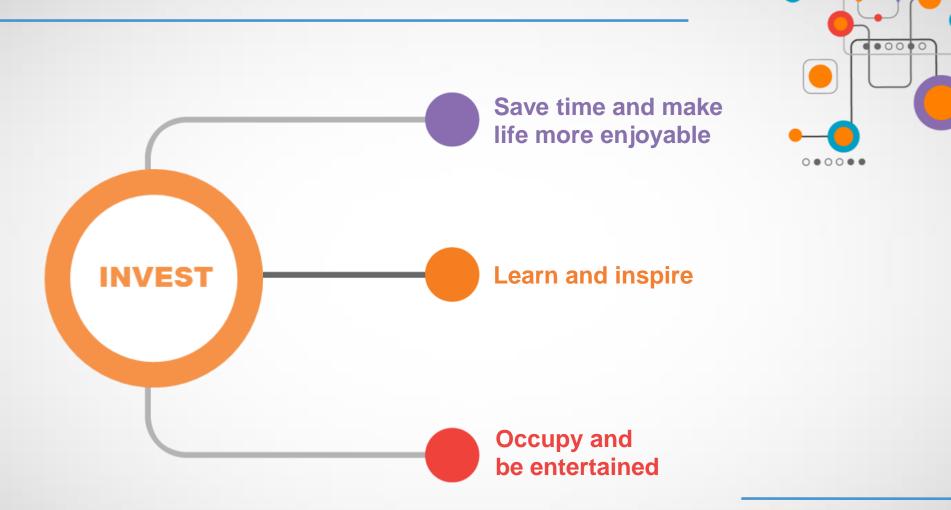
"My mobile is like my surrogate child, it's the first thing I check on in the morning and the last thing I check on at night.
I get panicked if it's out of my sight for more than five minutes!"



"It's not just a washing machine to me. I washed my kids' first school uniforms in it and there's lots of memories attached to that washing machine."

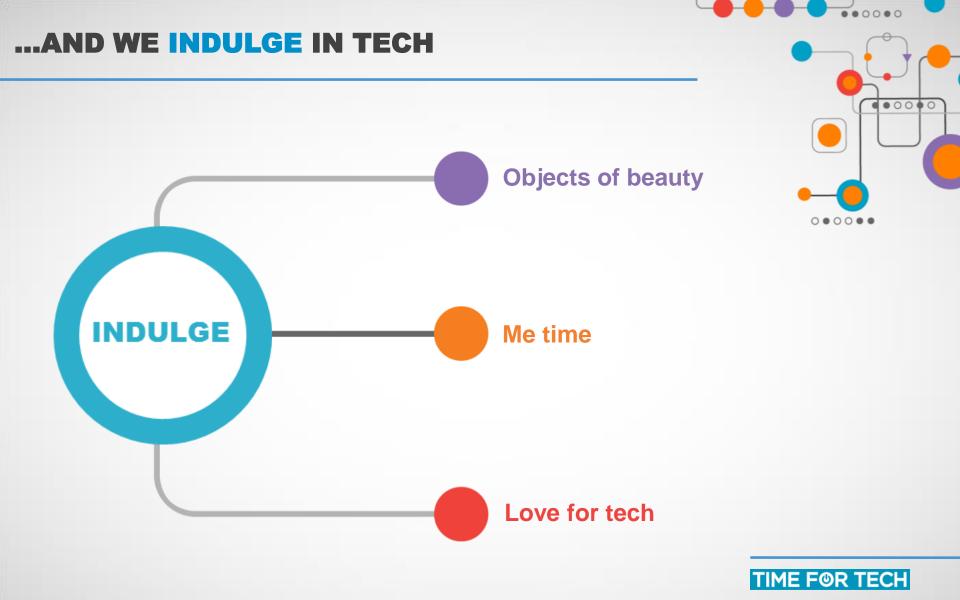


# **ON A PERSONAL LEVEL, WE INVEST IN TECH**



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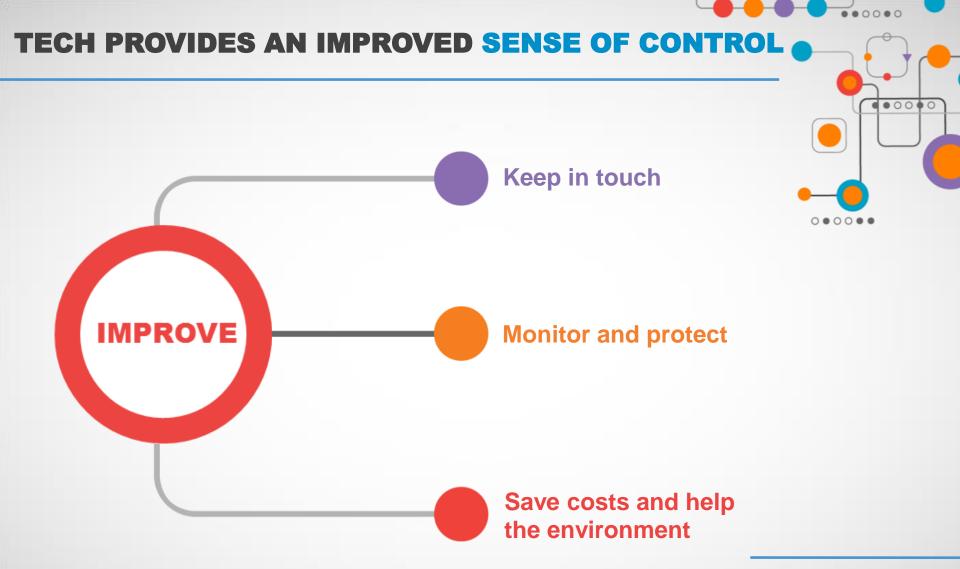
"We built our home cinema for us, but also for our kids. We knew they would love that Mum and Dad had a cinema in the house and would always want to visit us to watch a film with us."



"My love for gadgets is like an itch that needs to be scratched.
I love buying things just to play

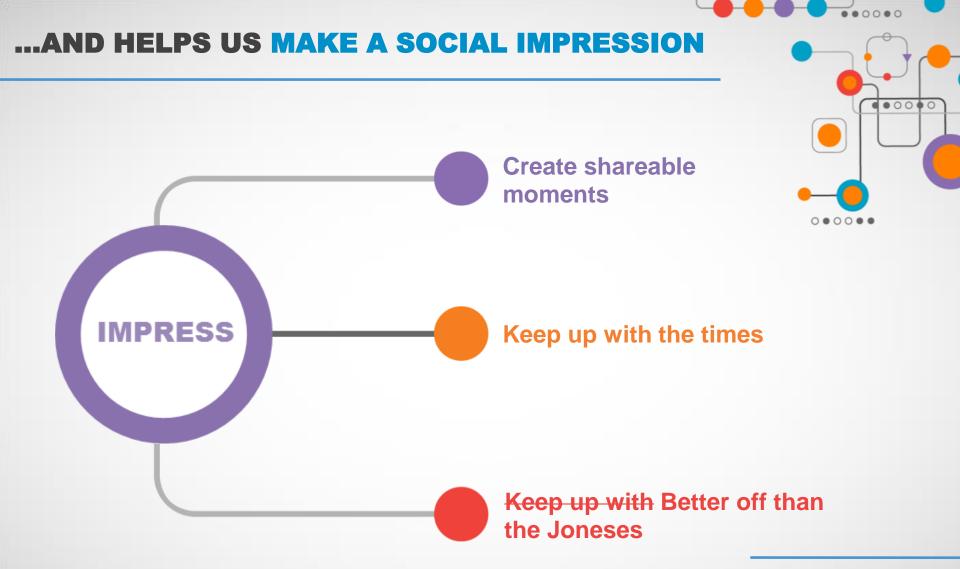
with, seeing how they work and how tech is evolving."





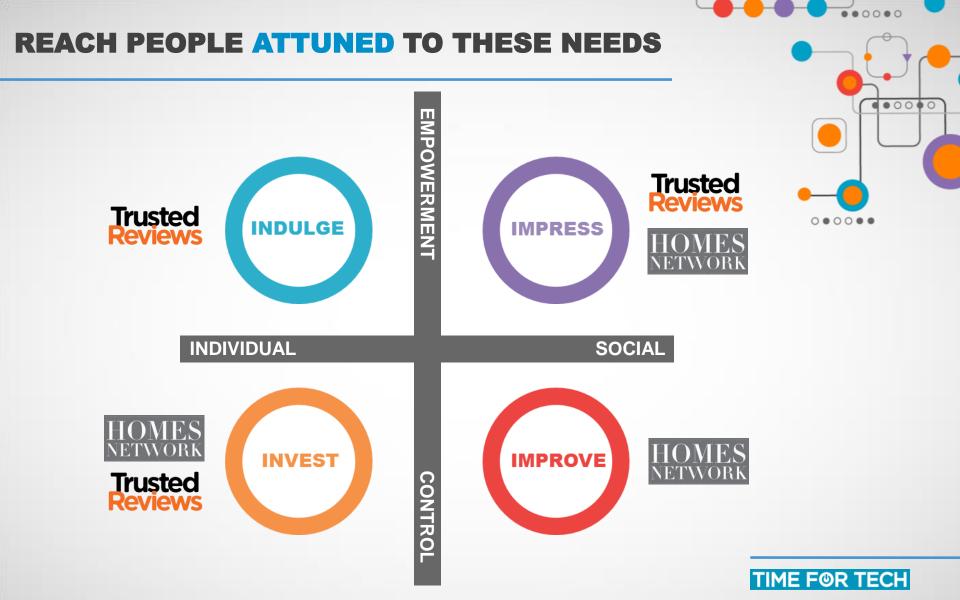


"We all have iPhones linked to one contract.
It's important for me to know the kids can always contact me if they need to."



"Did we need to buy a big American fridge? No, not really. **Do we love it when people see it?** Yes, I reckon we do!"





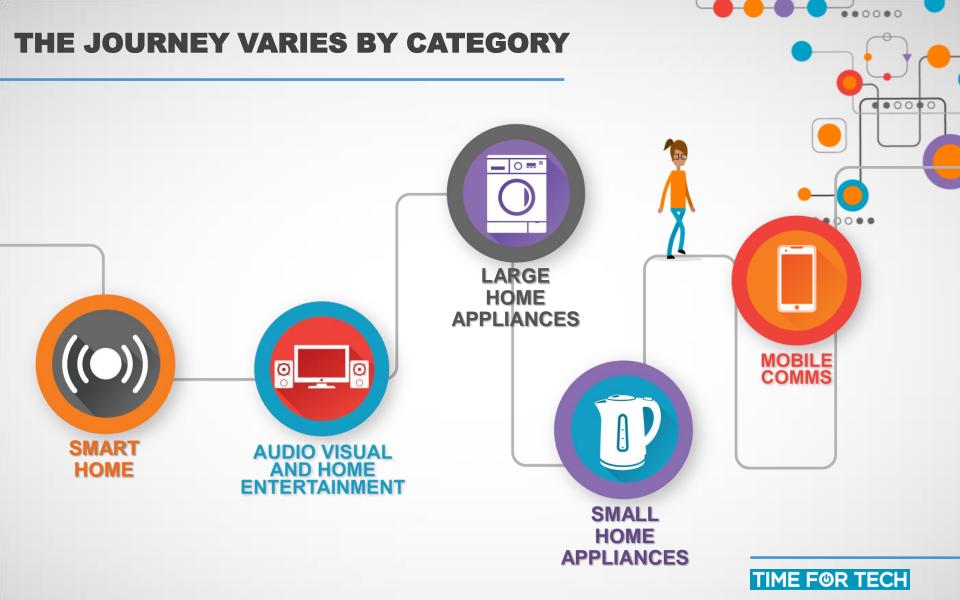


# THE TECH PURCHASE JOURNEY

#### Complex, multichannel and fraught with obstacles



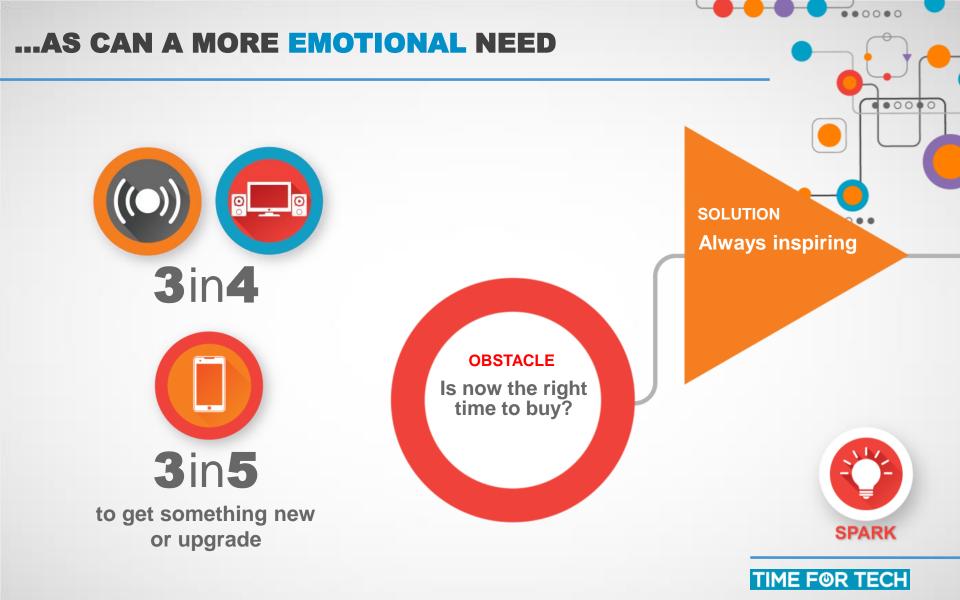




# ..... **A PRACTICAL NEED CAN SPARK THE JOURNEY...** .... SOLUTION **Brand building** 0.... and being 'always on' OBSTACLE 7in10 Being the brand people turn to in their time to replace a broken model of need



**SPARK** 





"You get overwhelmed sometimes... Switch it off, I'll come back another time... It's overload, that **paralysis by just too much information."** 



# **PURCHASE CAN DIRECTLY FOLLOW**



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## SEEING THE PRODUCT IN-STORE IS KEY

- 0 m°

On average 7 in 10 saw in-store

OBSTACLE Disconnected retail experience SOLUTION

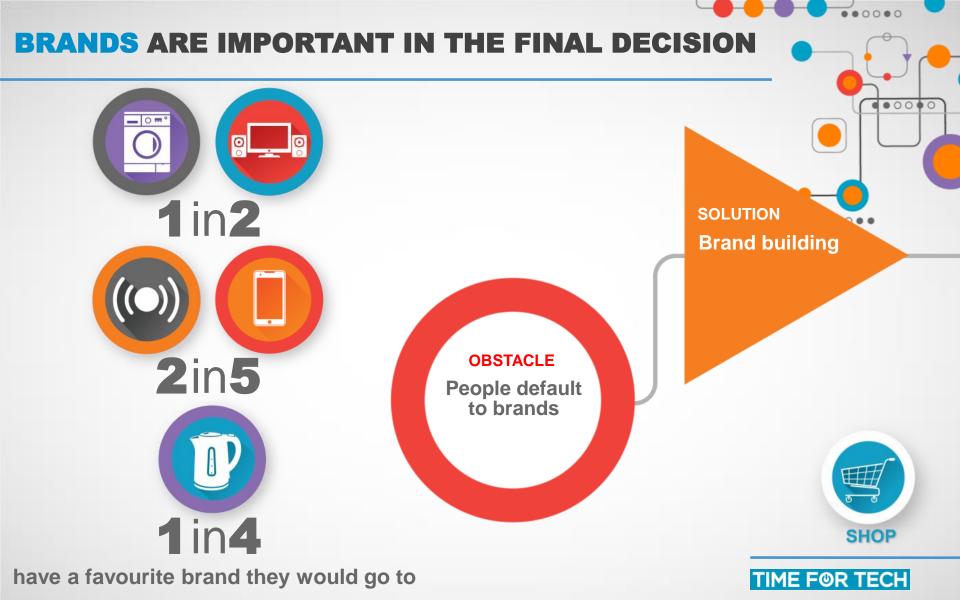
Bridge the gap, online and offline



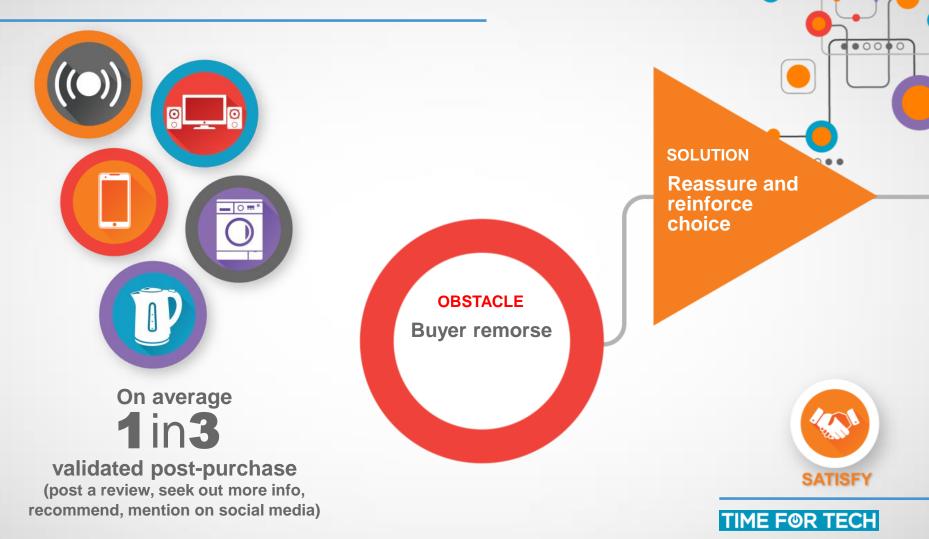
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# **PEOPLE VALIDATE THEIR CHOICE**



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### **TIME INC. CURATES, INSPIRES AND REASSURES**

**Tech review** sites are the most useful source in helping people make their final purchase decision

Magazine media SATISFY are the top source of inspiration for tech purchases SHOP TimeInc. SPARK Magazine ( )SEE SEARCH tech SWOOP TIME FOR TECH

media and tech review sites are among the Top 3 resources when researching

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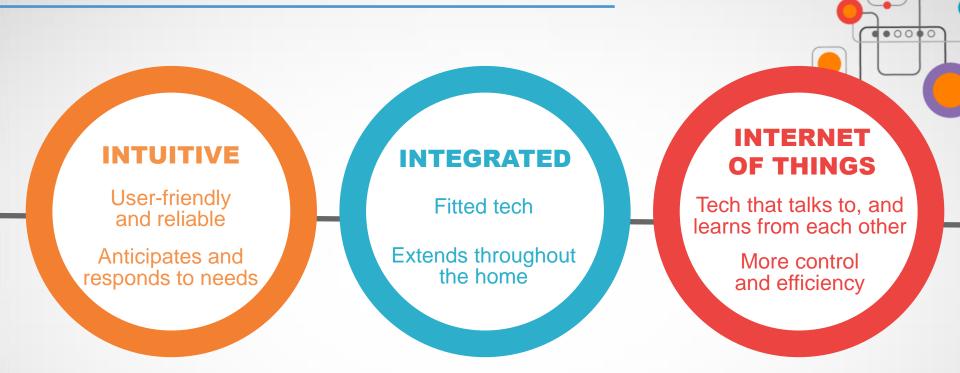
# WHAT THE (TECH) FUTURE HOLDS

What consumers want from tech next



"My home resembles 'mission control' with all the gadgets and gizmos I have. My personal universe is controlled with a touch of a button."

### WHAT PEOPLE WANT FROM TECH NEXT



# **CONNECTED CONSUMER, CONNECTED HOME**





# **RIGHT MESSAGE, RIGHT TIME**

#### Engage with consumers in a buying frame of mind









#### **INSPIRATIONAL EDITORIAL**





hen Any and Joe Merray bunght their detached Edwardian house they knew they had a major project on their hands. The whole property needed modernising, bat the kitchen, which had been newly installed to help to sell the place. But the couple

were it keen on its country farmbouse ryle, not the lack effight. With architett Wisam Kanohe of Architecture WK on board, the couple' ideal Ritchen zoon began to take shape. "We wanted an open-plan byout that clearly demarcated food pree, dining, and atiting ureas," says Amy. "Sow konclead the original Ritchen, utility room and reparate dining room into appendix Ritchen-diment with a easy sitting ureas."

In terms of decay, Any and Jee both wants da anodern bock and neutralcoloured calabiters, "Top of mfy list was a highly practical kitchen with a sensitik layout that" easy to move around, "add Any, "Wasan segarted using pethena weed for the diming are allow, will and outling, not only bre its artifising effect but to also break up the room. He also recommended the Kitchen company Denighyse. Landon, which sourced matching attensor calabrat: We were very highly because the range was being discontinued and we booght the remaining four calabrat, explain Jack

The couple chose concrete tiles for the kitchen's breakfast har and for the kitchen and sitting area floors. 'We got the idea from a hotel we'd stayed in and thought it looked really smart and a little bit different,' says Amy.

It took a whole year to complete the renovation work, during which the couple lived in rented accommodation. Now, Amy and Joe have their ideal kitchen. "The design is eye-catching but it's also a practice aroom, with a serifect section to suit as their lives," concludes Amy.

#### DESIGN SOLUTION Designer Wisam Kamleh explains...

What uses your brief for this project? Joe and Anny wated to weld the mandame – Joe's exact words were 'no begind – and for the kitcher-dream and strong area to be at the heart of their home. The layout, materials and lighting all needed to reflect high leads of comfer and style, be sittable for entratisting and have definite way factor.

Was the fact that the house is in a conservation area on issue? It was, and we had to adjust several design options to fail in [ine with the planning, restrictions on the property before we could commit the project to the builders.

#### Why did you choose the materials used?

Any and Jae varied to instate angual features in the rise of the house, but preferred the Kitchen-dines and ditting sears to be contemporary without feature trait. Using concrete workspot and flows in the Kitchen stated their particula needs, see well as adding impact. We wanted the diving area to be separated from the kitchen using a warme material. Zebrano wasd fitted the big and provides a sufficience oracle to the concrete surfaces.

Do you have any tipe for anyone embarking on a similar project? Period houses were designed to meet very different demands to those of today, so the way in which different areas werk together needs to be well thought out. Design the kitchen at the same time as the diring/bring same rather than trys to fit it house he would be same afterwards.





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### **INSPIRE AND INFORM**

PROMOTION

Enjoy a warm welcome with a

CHOOSE A

CORDLESS LIFT

Makes home cleaning

within easy reach

orms into a porta cylinder at the push of a button

SYSTEM Enjoy long-lasting

all other house obstacles with

a twist of the handle NO LOSS OF

SUCTION\*\* Cyclone Technology delivers constant powerful

LIGHTWEIGHT

BOOST MODE

Having trouble shifting trouble dit? Gain extra suction power at just the touch

of a button

CHARGE TIME

RUN TIME: 60 MINUTE CAPACITY: 1LITRE

STEERABLE TECHNOLOGY

an easily reach

LIFT-OUT CYLINDER

VAX AIR

Change the way you SPRING CLEAN Say goodbye to domestic drudgery and remove

dirt easily with the Vax Cordless cleaning range

Spring is the time when we clear out all the colewates and start all when the order of the start of the starts. Buy the our on the start of the start of the house upside of the start of t cordises vacuum cleaners that are more manoeuvrable and powerful than ever before. They're also lightweight, so you can clean quickly and effortlessly, without having to compromise on efficiency.

Super stone Hardwearing and easy to clean, stone tiles

WIN

A Vax Air Cordless

Lift worth £349

There are six prizes to be won. Enter online at vax.co.uk/

clunky kit, Vax Condless has a choice of

Lasting power Each model runs on a LithiumLife<sup>™</sup> battery spatem, so you can have long-lasting power without constantly bugging and unplugging your machine. And with the added convenience of the cordines design, there's no bother with tangled leads either.

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PROMOTION

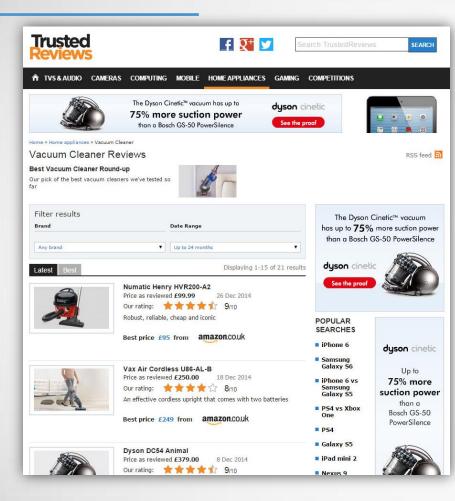
A soft, thick rug makes a conv

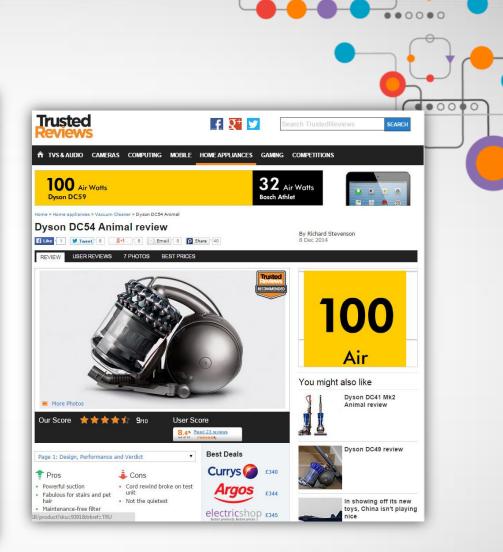






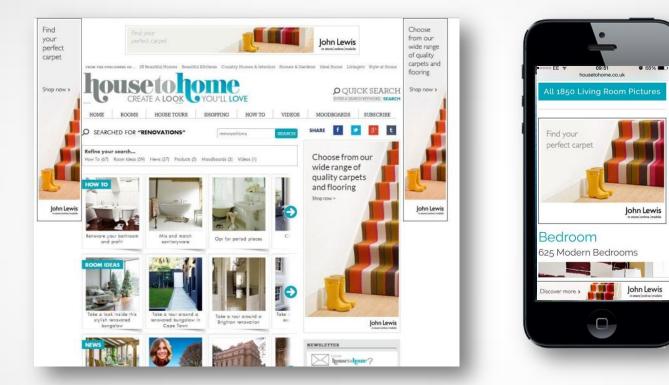
# **'ALWAYS ON'**







# **'ALWAYS ON'**



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Mobile-optimised content bridges the gap between online and offline

#### TIME FOR TECH

# **REINFORCING THE TIME IS RIGHT**



LG is doling out free Netflix subscriptions to anyone willing to buy one of its new television sets.

If you're in the market for a new living room centrepiece, any of LG's new 4K TVs. now come with Netflix guaranteed.

What's more, the free subscription lasts for six months, which will save you just under £36 in Netflix fees – put that towards your new tele.

It's also important to note that you can still access this deal even if you have an existing Netflix subscription.

Don't forget that Netflix is one of the few broadcast services offering 4K content right now.

Since LG is offering this deal on 4K TVs, you'll have a great way to check out Netflix's ultra-high resolution video content.

There's not a huge amount of 4K content on Netflix right now, but notable offerings include House of Cards, Breaking Bad, and the soon-to-launch Daredevil TV series.



#### The best console, game and gaming accessory deals this week

This week there's some killer Xbox One bundles up for grabs, so we suggest you click that Buy Now button before they all go out of stock.

Elsewhere there's some rather tempting Wii U deals that could see you pick up the Nintendo console for under £200.

Don't forget to watch the @TrustedReviews twitter channel for our #gamedeal of the day for any other highlights before we update this piece next week.





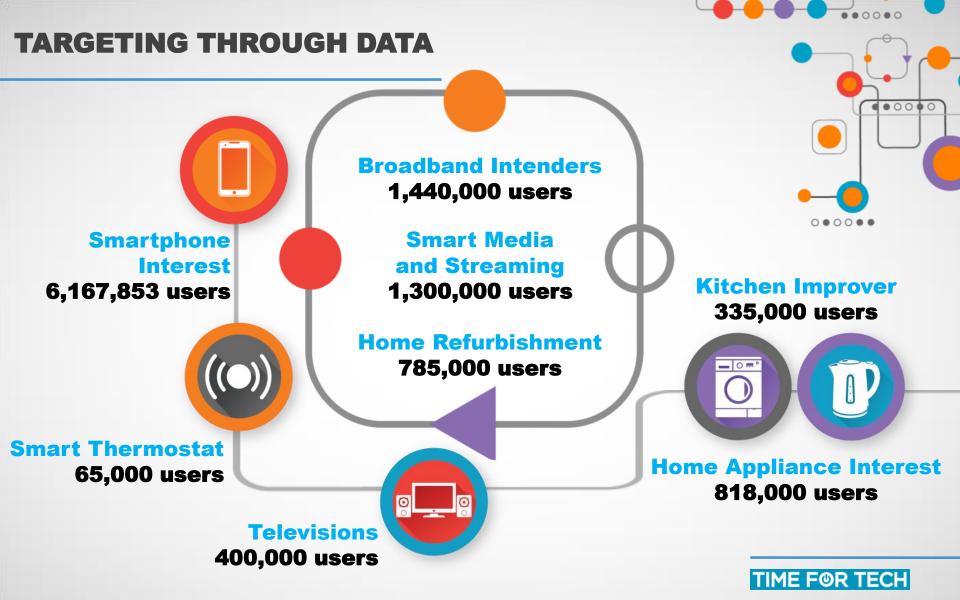


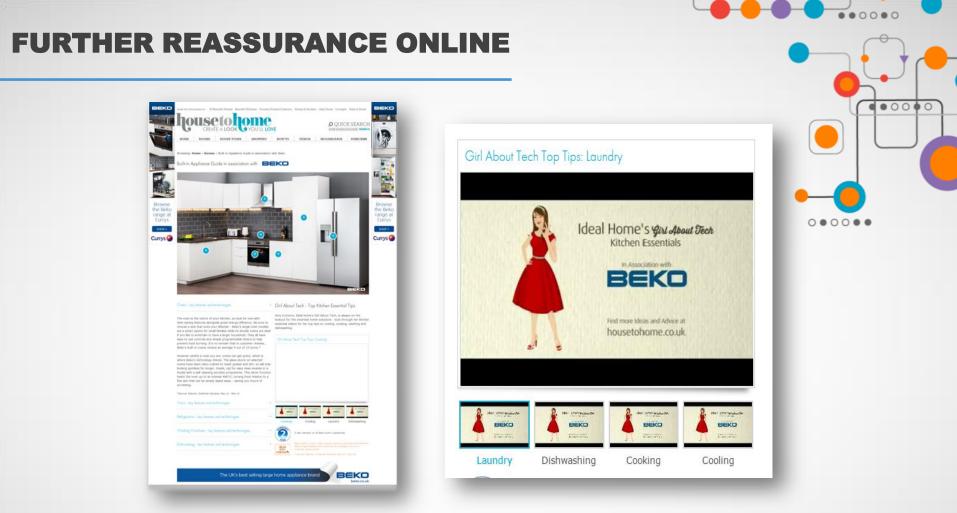
#### **CURATING CHOICE – EDITORIAL FRANCHISE**



TIME FOR TECH

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Detailed product information and videos offer further prompts to purchase



# **HELPING TO VISUALISE THE PRODUCT**



Customer reviews provide an additional prompt to purchase

#### TIME FOR TECH

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# **BRAND LICENSING TO REASSURE IN-STORE**





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### **VALIDATING YOUR CHOICE**



#### Small wonders

Don't be put off by size - a range can work beautifully in a compact space



t's easy to picture a range cooker in a spacious room the smaller home in town or country. Of the current ranges, the but what are the options for the smaller kitchen? AGA AGA S-Series Four-Two conventional range has two ovens, is poised to unveil an exciting new launch any day the iconic enamel surface and all the heart-warming good soon - hotly tipped to be a compact 600mm model looks of a classic AGA. And don't forget that goomm models that offers all the benefits of the classic AGA cooker in a neat are just 30cm wider than standard ovens, offering excellent little package - a baby AGA, if you like, that's perfectly suited to functionality while giving your scheme a striking focal point.

#### SUITABLE RANGES

You will find 900mm range cookers from Rangemaster, Falcon and Rayburn that work beautifully in a small kitchen.'You only have to give up a little bit of space to gain a whole lot more cooking, making range cooker in situ, but you can also this a huge draw for keen cooks,' says Holly Johnson, marketing manager for Rangemaster, Falcon and Mercury. 'The built-in storage offered on some models can provide a home for pans and large

casserole dishes when not in use, plus you'll save on the cost of cabinetry.' Your kitchen designer will be able to provide sketches or CAD drawings to show a use a favourite design trick yourself by cutting a life-size template from newspaper to move around the room. It gives a really good feel for space and allows you to try out different positions.



THE COMPLETE CUIDE TO BANGE COOKING IS





### **REAFFIRMING THE RIGHT CHOICE**



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#### **KEY TAKEOUTS**

CHC

Become more relevant in people's lives by tapping into their emotional needs Pre-empt obstacles in the purchase journey. Put solutions in place to keep people on track to your brand

Target tech buyers with the right message at the right time in their journey

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# CURATING, INSPIRING, REASSURING TimeInc.



