



SPS Commerce and C.H. Robinson Help Tackle Retail Holiday Less-Than-Truckload Transportation Shortages with Automated and Streamlined Carrier Service

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Just in time for the busy holiday season, the new SPS Carrier Service LTL solution locates available LTL carriers for retail suppliers struggling to move their goods, delivers a potential 5-17 percent savings on freight costs and reduces booking time to less than one minute per shipment, helping them succeed in this challenging market

MINNEAPOLIS, Oct. 19, 2021 (GLOBE NEWSWIRE) -- [SPS Commerce, Inc.](#) (NASDAQ: SPSC) and [C.H. Robinson](#) (NASDAQ: CHRW) today announced a collaboration just in time to help omnichannel retail businesses [navigate a busy holiday season and challenging supply chain conditions](#). The collaboration will make their shipping process easier, more cost-effective and faster by connecting [SPS Commerce Fulfillment's Carrier Service LTL](#) directly into C.H. Robinson's Navisphere® platform, which unlocks access to the largest less-than-truckload (LTL) network in North America and competitive rates for more than 95,000 retail suppliers.

"For this holiday season and into 2022, transportation marketplaces are going to be constrained, which is why we are leveraging our information advantage and investing in technology that can help businesses be as automated and efficient as possible," said Chris O'Brien, Chief Commercial Officer at C.H. Robinson. "We are joining forces with SPS and by connecting C.H. Robinson's LTL network to SPS Commerce's thousands of retail suppliers, we'll alleviate some of the stress when it comes to being able to secure LTL transportation at market-competitive prices."

The new Carrier Service LTL solution from SPS Commerce allows suppliers to instantly view rates across multiple carriers, schedule pickups and book shipments, with automatic access to C.H. Robinson's unmatched LTL carrier network to ensure they get the best pricing available. Additionally, as suppliers book a shipment, it automatically triggers the creation of the bill of lading documents and shipping labels and populates tracking details into the shipping notice to inform the retailer of the pending delivery.

"This level of automation streamlines what is an otherwise resource-intensive process which requires suppliers to review and select rates across many carrier portals, book shipments, and print labels and documentation. Our partnership with C.H. Robinson makes that process easier, faster and more efficient while at the same time unlocking seamless access to C.H. Robinson's vast carrier network without ever leaving SPS Commerce Fulfillment," explained Jim Frome, Chief Operating Officer at SPS Commerce. "This new collaboration benefits suppliers during a challenging time and is the type of innovation that adds significant value to our customers."

This type of seamless connectivity will be especially helpful as companies moving their goods via LTL enter a busy retail season when securing transportation is a critical component of business success. LTL freight has increased 9.1% in 2021, compared to 2020 and many carriers are not accepting new business or are implementing unprecedented peak surcharges. Adding to the challenges is a truck driver shortage. The American Trucking Associations (ATA) estimated a pre-pandemic driver shortage of 60,800 that is expected to grow to 160,000 by 2028, which will further constrain the market. These challenges are systemic across retail, and without deploying further automation and creative tech solutions, may result in:

- Delayed shipments that result in chargeback fees from retailers, out-of-stock positions in stores, and lost sales.
- Increased errors that boost return rates and decrease customer satisfaction/reviews.
- Employee burnout as data entry and other manual processes are tedious and labor-intensive.

The [Carrier Service LTL solution](#) within SPS Commerce Fulfillment is immediately available from SPS Commerce and embeds a free connection to C.H. Robinson with instant carrier options.

About SPS Commerce

SPS Commerce is the world's leading retail network, connecting trading partners around the globe to optimize supply chain operations for all retail partners. We support data-driven partnerships with innovative cloud technology, customer-obsessed service and accessible experts so our customers can focus on what they do best. To date, more than 95,000 companies in retail, distribution, grocery and e-commerce have chosen SPS as their retail network. SPS has achieved 82 consecutive quarters of revenue growth and is headquartered in Minneapolis. For additional information, contact SPS at 866-245-8100 or visit www.spscommerce.com.

About C.H. Robinson

C.H. Robinson solves logistics problems for companies across the globe and across industries, from the simple to the most complex. With \$21 billion in freight under management and 19 million shipments annually, we are one of the world's largest logistics platforms. Our global suite of services accelerates trade to seamlessly deliver the products and goods that drive the world's economy. With the combination of our multi-modal transportation management system and expertise, we use our information advantage to deliver smarter solutions for our more than 105,000 customers and 73,000 contract carriers. Our technology is built by and for supply chain experts to bring faster, more meaningful improvements to our customers' businesses. As a responsible global citizen, we are also proud to contribute millions of dollars to support causes that matter to our company, our Foundation and our employees. For more information, visit us at www.chrobinson.com (Nasdaq: CHRW).

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A video accompanying this announcement is available at <https://www.globenewswire.com/NewsRoom/AttachmentNg/0cb06c83-6381-4067-982a-2729ba179777>



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