



SPS Commerce, Leading Web-based EDI Service Provider Unveils New Whitepaper Titled Trading Partner Integraton Centers — The SaaS Model for EDI

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Minneapolis, Minn., Jan. 14, 2008 - SPS Commerce, the leading provider of Web-based EDI services has written and published a whitepaper titled 'Trading Partner Integration Centers – The SaaS Model for EDI.' Written by industry expert Jim Frome, SPS' Chief Strategy Officer, the whitepaper examines why multi-tenant EDI services, or Trading Partner Integration Centers, are addressing the growing proliferation of B2B transactions across the globe, growing at more than 25% CAGR according to top industry analysts.

“With many B2B integration solutions simply reselling traditional software in disguise or hosted as a managed service, identifying a true multi-tenant solution can be daunting for CPG suppliers,” commented Jim Frome at SPS Commerce. “This whitepaper explores the benefits of the new B2Bi model, Trading Partner Integration Centers, provided by organizations including SPS Commerce, E2Open, Redtail, EZcom, and DICentral and how to recognize them. With B2B expected to grow by 200% or more in the next five years, organizations need a better way to communicate with their trading partners across the globe, such as sourcing agents, 3PLs, and freight forwarders. The traditional EDI software model cannot succeed in that environment; Trading Partner Integration Centers are the only answer.”

The whitepaper offers CPG manufacturers a checklist and description of the key criteria for Trading Partner Integration Centers (TPIC), the Web-based EDI model, including the following TPIC criteria:

1. Support All Transactions, Data Formats, and Workflow
2. Provide a Comprehensive Outsourced Solution
3. Use a Multi-Tenant Application Architecture
4. Be Easy to Access and Integrate
5. Offer Role-Based, Secure User Accounts
6. Allow Migration without Interrupting Existing Systems
7. Offer Related Trading Partner Products

SPS Commerce's white paper can be downloaded [here](#). More information about the growth in B2B integration and multi-tenant EDI outsourcing, attend the webcast Outsourcing and SaaS: Changing the Landscape of Business-to-Business Integration on Tuesday, January 29, 2008 at 1:00 pm Central featuring industry experts from Gartner, Bel Brands and SPS Commerce.