



SPS Commerce Signs 23 Retailers And Distributors In Q1 2009 For Community Development And Trading Partner Intelligence Programs

Company's SaaS Services Provide Rapid Value and Lower Cost of Ownership Through Improved Visibility into the Order Cycle, Reducing Costs and Streamlining Supply Chains

Minneapolis, Minn., May 4th, 2009 – SPS Commerce, the leading Software-as-a-Service (SaaS) trading partner integration center provider, today announced that 23 retailers and distributors in the United States and Canada contracted with SPS Commerce in the first quarter to provide community development/[vendor enablement](#) programs, subscribe to its [Trading Partner Intelligence](#) solution, or deliver integration services to their global organizations.

In total, the vendor enablement programs will target more than 10,000 trading partners, including suppliers, 3PLs, and carriers, to connect with their retail customers electronically for improved efficiencies in the supply chain. SPS' record growth in this area crosses into numerous retail verticals such as grocery, electronics, hardlines, home improvement, and sporting goods, and includes Amarillo Hardware Co., Baker & Taylor, Inc., Blish-Mize, Distribution America, Fastenal, Florida Hardware Company, The Forzani Group Ltd, Handy Hardware Wholesale Inc., HDW Inc., House-Hasson Hardware, House Hasson - Prichard Division, Jensen Distribution Services, Lamps Plus, Orchard Supply Hardware, The Sportsman's Guide, and United Hardware Distributing Co.

"SPS Commerce has had long-standing informal and contract relationships with more than 1,300 retailers, as we have helped them to increase visibility into their inventory flow and streamline shipping processes by connecting electronically with their suppliers and other trading partners," stated Archie Black, President and CEO of SPS Commerce. "One of our latest solutions, Trading Partner Intelligence, leverages this transaction data for improved insight and analysis into buying cycles and vendor performance. As efficiency surpasses growth on a retailer's agenda in the down economy, retailers are proactively contacting SPS Commerce to launch new supply chain initiatives that deliver value without an outlay of capital or need for internal resources to manage the project."

"Distribution America is pleased to be partnering with SPS Commerce for our vendor enablement initiative in 2009," commented Cindy Finney, CFO of Distribution America. "We were impressed by SPS' best practices approach to community development, existing relationships with many suppliers, and their knowledgeable staff that will personally work alongside each of our trading partners to make the process as easy and streamlined as possible for all parties. Their reputation for customer satisfaction is well deserved."

"By partnering with SPS Commerce for our community development program, we are working with a company who has rolled out numerous programs with similar buying organizations over the years and has earned a reputation of success," commented Scott Camp, Vice President of Product Development and Procurement at Fastenal. "SPS Commerce is helping us and our trading partners to gain real efficiencies that will impact our performance today and in the future."

[Download](#) SPS Commerce's latest white paper, "Best Practices in Trading Partner Community Development."

About SPS Commerce

[SPS Commerce](#) is a leading provider of on-demand supply chain management solutions, providing integration, collaboration, connectivity, visibility and data analytics to thousands of customers worldwide. We deliver our solutions over the Internet using a Software-as-a-Service model to improve the way suppliers, retailers, distributors and other customers manage and fulfill orders. Our SPSCcommerce.net platform features pre-built integrations used by current and new customers alike, spanning 2,700 order management models across 1,300 retailers, grocers and distributors, as well as integrations to over 100 accounting, warehouse management, enterprise resource planning, and packing and shipping applications. More than 35,000 customers across more than 40 countries have used SPSCcommerce.net, making it one of the largest trading partner integration centers. SPS Commerce has 35 consecutive quarters of increased revenues and is headquartered in Minneapolis. For additional information, please contact SPS Commerce at 866-245-8100 or visit www.spscommerce.com. SPS Commerce is a registered trademark of SPS Commerce, Inc. SPSCcommerce.net and the SPS Commerce logo are the property of SPS Commerce, Inc. All other names and trademarks are the property of their respective holders.

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Any statements in this release that are not historical or current facts are forward-looking statements. All forward-looking statements in this release are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performances or achievements.

expressed or implied by the forward-looking statements. Certain of these risks and uncertainties are described in the "Risk Factors" section of our Registration Statement on Form S-1 and other required reports, as filed with the SEC, which are available at the SEC's Website at <http://www.sec.gov>.