



SPS COMMERCE

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Retail's Adoption of Omnichannel Strategies Translates Into Cyber Monday Growth

Retailers and Suppliers Kept Pace With Consumer Demands as Order Volumes Triple on Cyber Monday, With More Than 50 Percent of Orders Using Retail's Drop-Ship Capabilities

MINNEAPOLIS, Dec. 4, 2014 (GLOBE NEWSWIRE) -- [SPS Commerce](#), Inc. (Nasdaq:SPSC), a leader in enterprise retail cloud services, today announced that its retail business network enabled its 55,000 retail customers to scale order processing and fulfillment as consumers responded to Thanksgiving weekend promotions, driving order volumes up 300 percent on Cyber Monday.

"Retailers, suppliers and logistics companies are making significant progress in their omnichannel capabilities, namely adopting and expanding drop-ship capabilities," said Peter Zaballos, vice president of marketing and product at SPS Commerce. "To meet rising consumer expectations for rapid delivery, drop ship allows retailers to team with vendors to fulfill orders on the retailer's behalf, enabling the retailer to offer a broader assortment to the consumer. The SPS cloud-based platform provides the scale required to support the rapidly increasing order volumes driven by drop ship that can easily strain legacy systems during peak holiday sales seasons."

The SPS Commerce retail business network provides a suite of omnichannel solutions from fulfillment to assortment to analytics, helping the retail industry adapt to increasing consumer demand and provide the efficiencies needed as overall sales increase. This holiday season, Shop.org predicts sales to increase by 8 to 11 percent over last holiday season.

The recent [Retail Insight industry benchmark survey](#) found that drop-ship capabilities are an increasingly critical capability required to meet omnichannel consumer expectations, with 32 percent of retailers, suppliers and logistics professionals having fully deployed drop ship capabilities as part of their omnichannel strategy. SPS Commerce reported that drop-ship orders rose to more than 50 percent of Cyber Monday volume, reflecting the growing shift to omnichannel capabilities across the retail industry.

About SPS Commerce

SPS Commerce perfects the power of trading partner relationships with the industry's most broadly adopted, retail cloud services platform. As a leader in cloud-based supply chain management solutions, we provide prewired, proven integrations and comprehensive retail performance analytics to thousands of customers worldwide. With a singular focus on the retail marketplace, we revolutionized traditional EDI systems by developing a platform that enables highly cost-effective and reliable trading partner collaboration. SPS Commerce has achieved 55 consecutive quarters of revenue growth and is headquartered in Minneapolis. For additional information, please contact SPS Commerce at 866-245-8100 or visit www.spscommerce.com.

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