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## **Photo Release -- SPS Commerce and Retail Systems Research Unveil Retail Industry Benchmark Report**

### **Market Analysis Provides Insight From 500+ Retailers, Distributors, Suppliers and Logistics Firms on Supply Chain Collaboration, the Mobile Consumer and Predictions for 2013**

MINNEAPOLIS, Dec. 12, 2012 (GLOBE NEWSWIRE) -- [SPS Commerce](#) (Nasdaq:SPSC), a leading provider of on-demand supply chain management solutions, today unveiled a new industry benchmark report, [Retail Insight: Strategies and Trends for 2013 and Beyond](#). The company teamed with [Retail Systems Research](#) (RSR), the only research company run by retailers for the retail industry, to develop the report by surveying the retail industry and providing insight into emerging retail trends and their impact on the supply chain. The report was distributed at SPS Commerce's recent 2012 Customer Council event in Minneapolis. Executives from SPS and RSR will present the survey's findings in a live webinar on January 24, 2013.

A photo accompanying this release is available at <http://www.globenewswire.com/newsroom/prs/?pkgid=16253>

"We were delighted to work with SPS Commerce and its customers to report on the current trends, challenges and opportunities in today's retail environment," said Nikki Baird, Managing Partner at RSR. "We found that retailers and suppliers alike are increasingly focused on acquiring customer insights, a trend being driven primarily by the increased power of consumers. According to the survey respondents, a brighter future lies ahead. More than 80 percent of respondents are optimistic about sales growth in 2013. The report offers a wealth of information and is a must-read for anyone in the retail industry."

The Retail Insight report covers a variety of topics impacting today's supply chain, including:

- Factors impacting 2013 budgets
- 'The Amazon Effect' on consumer expectations
- Supply chain collaboration becomes a priority in 2013
- Customer intelligence strategies and how organizations plan to use it
- The communication shift to mobile/social
- Investment priorities for 2013

"SPS is pleased to offer this independent research to the retail community," said Archie Black, president and CEO of SPS Commerce. "RSR' findings echo what we have heard in 2012 from retailers, vendors and 3PLs, and include some surprises. The industry is facing new challenges and looking to collaboration between trading partners to garner new efficiencies and address the increasing demands of the social consumer."

To download the report, visit <http://www.spscommerce.com/about-us-overview/newsandevents/research-report.html>.

#### **About Retail Systems Research**

Retail Systems Research is the only research company run by retailers for the retail industry. RSR provides insight into business and technology challenges facing the extended retail industry, providing thought leadership and advice on navigating these challenges for specific companies and the industry at large. We do this by:

- Identifying information that helps retailers and their trading partners to build more efficient and profitable businesses;
- Identifying industry issues that solutions providers must address to be relevant in the extended retail industry;
- Providing insight and analysis about a broad spectrum of issues and trends in the Extended Retail Industry.

#### **About SPS Commerce**

SPS Commerce is a leading provider of on-demand supply chain management solutions and the Retail Universe community, 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 the retail supply chain community of suppliers, retailers, distributors and other customers build their trading partner relationships and manage and fulfill orders. Our Retail Universe hosts profiles of thousands of retail supply chain members, and enables retailers, suppliers and 3PLs to find, connect and form new business partnerships based on product or integration requirements. The SPSCcommerce.net platform features pre-built integrations used by current and new customers alike, spanning 3,000 order management models across 1,500 retailers, grocers and distributors, as well as integrations to over 100 accounting, warehouse management, enterprise resource planning, and packing and shipping applications. More than 45,000 customers across more than 40 countries have used SPSCcommerce.net, making it one of the largest trading partner integration centers. SPS Commerce has achieved 47 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](http://www.spscommerce.com) or [www.retailuniverse.com](http://www.retailuniverse.com).

The SPS Commerce logo is available at <http://www.globenewswire.com/newsroom/prs/?pkgid=7184>

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#### Cautionary Note Regarding Forward-Looking Statements

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 most recent Annual Report on Form 10-K and other required reports, as filed with the SEC, which are available at the SEC's Website at <http://www.sec.gov>. SPS Commerce expressly disclaims any intent or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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