



## **Spencer Gifts Outsources Its EDI Operations and Launches EDI Enablement Programs With SPS Commerce Targeting 500+ Vendors**

### **Expansion of Spirit Halloween and Redesigned Spencer Gifts Stores Compels Company to Outsource EDI and Automate its Order Management Process with Suppliers**

**Minneapolis, Minn., Jan. 3, 2007-** SPS Commerce, the leading Software-as-a-Service (SaaS) provider of Electronic Data Interchange (EDI), today announced that Spencer Gifts LLC, a lifestyle retail company operating two unique national brands, Spencer's and Spirit Halloween, has selected SPS Commerce's outsourced EDI and vendor enablement services to exchange order and shipping documents electronically with more than 500 of Spencer Gifts LLC vendors in 2006. Upon completion of the program, Spencer's and Spirit Halloween will replace its manual fax order process with an automated order cycle using a growing number of EDI transactions, including purchase orders, invoices and Advance Ship Notices (ASNs). The enablement program was launched on September 21, 2006, with a webcast to its vendors announcing the program details.

"Spencer's and Spirit Halloween needed to take the next step in streamlining its vendor communications by advancing our EDI program," stated Kyle Helvie, Chief Information Officer at Spencer Gifts LLC. "While many vendors were receiving our purchase orders via EDI, we needed to expand this efficiency to our entire vendor base. In addition, we wanted to add new EDI transactions including shipping notices and invoices to further streamline our operations. Our focus is on supporting the growth of the Spencer's & Spirit Halloween brands and implementing further innovations into our stores and merchandise, not EDI. Thus, we decided to outsource this vendor program and our ongoing EDI needs to SPS Commerce. SPS offered the most cost-effective solution, all of the resources necessary to work effectively and efficiently with our vendors, and a proven track record of successful enablement programs. While the program is still in its early stages, we couldn't be more pleased with our choice."

"We are pleased to have been selected by Spencer Gifts to perform their enablement program," commented Archie Black, President and CEO of SPS Commerce. "It is our pleasure to work with their vendors one-on-one to see that the EDI connection is a rapid and simple solution for all, whether they select to test their existing EDI system or use one of our outsourced EDI services."

"It was important to Spencer Gifts that our enablement program offer cost-effective EDI solutions that were easy to use and implement for our non-EDI proficient vendors, as well as advanced EDI testing that addressed data content and integrity issues for our vendors with EDI systems," continued Helvie. "SPS has the personnel to personally reach out to all of our vendors simultaneously and assist them in connecting with Spencer Gifts. SPS Commerce offered us a one-stop-shop for all of our vendor EDI needs."

### **About Spencer Gifts**

Spencer Gifts LLC, a lifestyle retail company, operates two unique, national brands, Spencer's and Spirit Halloween throughout the United States, Canada and online.

Spencer's, a retail icon, has been focused on delivering humor and enjoyment to peoples lives for over 50 years. Specializing in innovative, humorous and unique merchandise, Spencer's is the mall destination for entertainment, excitement and fun for its core Generation-Y Guest. Spencer's operates over 600 stores throughout the United States, Canada and online at [SpencersOnline.com](http://SpencersOnline.com).

Spirit Halloween is the destination for everything you can imagine for Halloween. Specializing in unique, entertaining and exciting merchandise for Halloween enthusiasts, Spirit has been offering one stop shopping for all your Halloween needs for over 20 years. In 2006 Spirit Halloween operated over 400 locations in strip centers and malls across the United States and online at [SpiritHalloween.com](http://SpiritHalloween.com).