



Welch's Outsources All EDI Operations to SPS Commerce

World's Leading Grape-Based Products Supplier's Oracle ERP Implementation Drives Need to Replace Internal EDI System with Outsourced Multi-Tenant Solution

Minneapolis, Minn., March 12, 2007 - SPS Commerce, a leading trading partner integration center offering fully outsourced Electronic Data Interchange (EDI) and Catalog functions, announced today that Welch's, the world's leading marketer of Concord and Niagara grape-based products, has selected SPS Commerce as its outsourced EDI provider, replacing an internal managed EDI system. In 2006, Welch's determined that its internal IT staff was needed to implement and support their new Oracle ERP solution, leaving insufficient resources to maintain and support their existing EDI system. Instead of hiring additional staff to manage their EDI system, Welch's elected to outsource this capability and chose SPS Commerce's solution.

Beginning this spring, SPS Commerce will take over the responsibility of electronically connecting Welch's to more than 80% of its grocery and general merchandise trading partners. Integrated with Welch's internal systems, SPS Commerce's EDI service will ensure that Welch's complies with their customers' requirements for order management, shipping and invoicing. The multi-tenant SPS service will enable Welch's to leverage the very same solution already trusted by more than 10,000 manufacturers, retailers and distributors every day. At present, SPS processes more than three million EDI transactions each monthly on its customers' behalf. With the new outsourcing agreement, Welch's will no longer need to staff, support, or maintain their EDI function or its associated hardware and infrastructure.

"At Welch's, the underlying decision criteria for any IT initiative is to provide solutions that advance Welch's competitive position in our markets and better service our customers," stated Larry Rencken, Chief Information Officer at Welch's. "By outsourcing our EDI to SPS Commerce, Welch's can enhance its commitment to meet the growing integration demands of its customers, while focusing our attention on Welch's Oracle implementation. After assessing several solutions, SPS' proven track record of reliability and a reputation for high customer satisfaction made them the best EDI partner for Welch's. We will begin using the SPS Commerce service exclusively this summer, and integrate it with our Oracle solution once it is fully implemented in the fall."

"All of us at SPS Commerce are pleased to have been selected by Welch's to perform this important function for their business," said Archie Black, President and Chief Executive Officer of SPS Commerce. "Our business expertise is in knowing the detailed EDI requirements of hundreds of trading partners, and making our customers' compliance with these requirements effortless. We look forward transitioning Welch's operations to SPS' multi-tenant solution."

About Welch's

Welch's is the world's leading marketer of Concord and Niagara grape-based products, including grape juice and jelly. The company produces a variety of other fruit-based products, including 100% juices, juice cocktails, and drinks in the following forms: single serve, bottled, refrigerated, and frozen and shelf-stable concentrates. In addition, Welch's produces a number of fruit spread products under both the Welch's and BAMA brand names. Welch's Web site can be found at <http://www.welchs.com>.