



## **Pell Industrial Leverages SPS Commerce's Trading Partner Intelligence Service for Point of Sale to Strengthen Retailer Relationships**

### **Vendor Uses On-Demand Service to Proactively Manage Forecasts, Inventory Levels and SKUs Across Multiple Retailers**

MINNEAPOLIS, Jan. 10, 2011 (GLOBE NEWSWIRE) -- [SPS Commerce](#) (Nasdaq:SPSC), a leading provider of on-demand supply chain management solutions, today announced that Pell Industrial, a manufacturer and distributor of hand tools and related products, is using SPS' Trading Partner Intelligence Service for Point of Sale (POS) to improve sales forecast accuracy and proactively manage inventories across retail customers. In addition, Pell has subscribed to SPS' web-based, integrated EDI Service for QuickBooks and Scan and Pack Service to optimize supply chain efficiency.

Pell's sales team uses Trading Partner Intelligence daily to identify items whose sales are trending high or low. This information helps Pell partner with retail customers to improve in-store promotions and understand where product sales are lagging compared to previous weeks. These proactive measures are also helping decrease stockouts, prevent excess inventories, and enhance customer service.

"By more accurately understanding how our products are selling in stores, we can better predict when our retail customers will need to replenish their inventory," said Christian David, Vice President of Sales at Pell Industrial. "Trading Partner Intelligence provides us with summary dashboards and drillable reports on our weekly sales, on-hand inventory, percent changes by week and much more. Its POS data analysis is helping us streamline order fulfillment, improve demand planning and increase sales."

SPS Commerce's Trading Partner Intelligence Service turns complex EDI 852 and other point of sale (POS) data into actionable intelligence. The interactive service provides key metrics that enable suppliers to:

- Understand and improve sales performance by identifying and preventing missed opportunities
- Gain a better understanding of final sell through
- Understand and minimize chargebacks for greater profitability and customer satisfaction
- Analyze key fulfillment metrics across any customer, any region/market/store, any product and any time period
- Improve vendor scorecards by understanding their performance relative to customer expectations

"We are pleased to provide Pell with new insight into their supply chain and retail sales," stated Archie Black, president and CEO of SPS Commerce. "Our on-demand Trading Partner Intelligence Service delivers valuable analytics directly to users' email account or smart device. Pell is an example of vendors using this information to better collaborate with their retail customers and address changing consumer needs."

### **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 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 38,000 customers across more than 40 countries have used SPSCcommerce.net, making it one of the largest trading partner integration centers. SPS Commerce has 39 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).

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 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>.

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