



## **SPS Commerce Expands Senior Management Team with Addition of Former Oracle Sales Executive**

### **David Novak Joins Growing B2B Integration Company to Develop and Expand Strategic Relationships with UPS, Oracle, Accenture and Others**

**Minneapolis, Minn., July 24, 2007** - SPS Commerce announced today that David J. Novak has joined the company as its Executive Vice President of Business Development. In this new role at SPS Commerce, Mr. Novak is responsible for expanding SPS' strategic partnerships with organizations including UPS, Oracle, and Accenture, and developing new business relationships with supply chain, logistics, technology and other outsourced supply chain services companies.

Prior to joining SPS, Mr. Novak served as Vice President Sales, North America – Business Intelligence at Oracle Corporation, and has held executive and leadership positions at large software companies including Siebel Systems and Sterling Software, as well as emerging organizations including nQuire Software and Information Advantage.

Since 2000, Mr. Novak has delivered consistent year-over-year growth and has been widely recognized for his management and sales performance. He has been responsible for forming successful alliances with Yahoo!, Accenture, IBM, and Microsoft, among others. In 2003, he helped to establish Siebel as a leader in business intelligence in North America, as well as in Asia-Pacific, where he built a sales and support organization and grew Siebel's revenues of these solutions from zero to \$12 million in less than two years.

"David Novak brings 18 years of experience developing business relationships with top-tier software companies, Fortune 1000 customers and major third party providers in North America and the Pacific Rim," stated Archie Black, President and CEO of SPS Commerce. "With SPS Commerce's growth continuing to accelerate every quarter, we needed an experienced executive to manage our strategic relationships and maximize the potential of each opportunity. Mr. Novak has a proven track record of successfully managing high-growth business for more than seven years and we are pleased to have him join SPS' senior management team." .