Hammond's Candies Chooses SPS Commerce for Supply Chain Integration

Leading Candy Maker to Automate Order Processing Using SPS Commerce's SaaS B2B Integration Service

Minneapolis, Minn., March 9, 2009SPS Commerce, the leading Software-as-a-Service (SaaS) trading partner integration center provider, today announced that Hammond's Candies, the largest handmade candy company in the United States, will be automating their order processing with SPSCommerce.net's Integrated Electronic Data Interchange (EDI) Service for suppliers. The SaaS service leverages SPS' proven integrations with Hammond's Candies' Microsoft Dynamics GP (formerly Great Plains Software) system and its retail customers to provide hands-free processing of purchase orders, invoices, and Advance Ship Notices (ASNs) with their largest retail customers. By automating this function, Hammond's Candies will not need to hire additional resources to manage increasing EDI volume, as well as reduce the chargebacks associated with manual entry processes and enable their sales staff to focus on core responsibilities.

"Our retail customers are increasingly asking Hammond's to communicate via EDI," stated Erin Koelzer, Director of National Sales at Hammond's Candies. "Until now, this is something that we were able to manually process using a web form EDI solution and then rekey into our Great Plains system. However, our volume of orders via EDI increased dramatically in 2008, causing this task to become too cumbersome for existing staff. Instead of adding to our team, Hammond's Candies elected to automate instead. With their proven expertise and outstanding customer service, we selected to advance our use of SPSCommerce.net."

Hammond's Candies has used SPS Commerce's WebForms EDI service since 2007. Their retail customers range from small independent retailers, such as flower shops, to upscale department store chains with stores nationwide. Often these large retailers would send Hammond's a single purchase order that would result in hundreds of separate shipments to their stores. The data entry associated with these orders would often take a day or more. The new solution from SPS Commerce will eliminate this work as it automatically translates the inbound purchase order into the associated UCC-128 labels and shipping documents.

"In today's economy, everyone in the retail ecosystem is looking to become more efficient with their existing resources," stated Archie Black, president and CEO of SPS Commerce. "With SPS Commerce's SaaS trading partner integration center, we can offer a rapid solution to their integration challenges with no software or hardware required, and the solution is proven daily by more than 10,000 suppliers, 3PLs, retailers and other trading partners. We are pleased to have provided Hammond's with the superior customer service that has led them to continue to partner with SPS and adopt new solutions as their needs advance."

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 SPSCommerce.net platform features pre-built integrations used by current and new customers alike, spanning 2,700 order management models across 1,300 retailers, grocers and distributors, as well as integrations to over 100 accounting, warehouse management, enterprise resource planning, and packing and shipping applications. More than 35,000 customers across more than 40 countries have used SPSCommerce.net, making it one of the largest trading partner integration centers. SPS Commerce has 35 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.
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