



SPS Commerce Unveils New White Paper for Retailers Titled Best Practices In Trading Partner Community Development

Minneapolis, Minn., April 23, 2009 – SPS Commerce, the leading Software-as-a-Service (SaaS) trading partner integration center provider, has written and published a [white paper](#) titled 'Best Practices in Trading Partner Community Development.' Written by retail integration expert Jim Frome, SPS' Chief Strategy Officer, the white paper describes the eight best practices that will help retail and grocery to implement a successful trading partner community development initiative based on its experience of enabling more than 37,000 trading partner relationships. By following these steps, retailers can enhance their competitiveness and reap long-term benefits for their supply chain operations.

"In today's challenging economy retailers are focusing on driving efficiency into their supply chain like never before," stated Jim Frome, Executive Vice President and Chief Strategy Officer at SPS Commerce. "SPS has performed numerous highly successful enablement campaigns over the years and we are seeing a surge of retailers pursuing this strategy in 2009. To make these programs successful, we've identified the top criteria that deliver adoption rates of 90 percent or higher and detailed these findings in this white paper."

Implementing trading partner community development programs with supply chain partners is both a business and a technical challenge. SPS' enablement approach uses these best practices that allow each retailer and grocer to design a program that maximizes supplier adoption rates while minimizing supplier disruption. The non-exclusive approach allows each supplier to select from several options to meet a retailer or grocer's supply chain integration requirements.

The best practices for retail enablement include:

1. Develop a Road Map
2. Focus on Supplier Relationships, Not Technology
3. Give Merchandising the Leading Role
4. Be Accommodating to Suppliers' Technology
5. Make Testing Real
6. Staff Accordingly
7. Scorecard Data Quality

8. Think Long-Term

SPS Commerce's new white paper can be downloaded [here](#). Case studies on some of SPS' trading partner community development campaigns using these best practices can be found [here](#).

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. SPS Commerce is a registered trademark of SPS Commerce, Inc. SPSCommerce.net and the SPS Commerce logo are the property of SPS Commerce, Inc. All other names and trademarks are the property of their respective holders.

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