



## **SPS Commerce and NetSuite Offer Integrated Solution for Streamlined Supply Chain Management Visibility**

### **Powered by NetSuite Business Operating System (NS-BOS), New Software Application Meets Specific Needs of Manufacturers Portable Energy Product Manufacturer Mad Croc Benefits from End-to-End Solution, Getting Everything from Initial Sales to Invoice in One System**

**Minneapolis, Minn., Feb. 28, 2008 /PRNewswire/** - SPS Commerce, the leading provider of Software as a Service (SaaS) EDI services, today announced a new industry-specific application for manufacturers who need supply chain management visibility. Built using the NetSuite Business Operating System (NS-BOS) from NetSuite Inc. (NYSE: N), a leading vendor of on-demand, integrated business software suites that include Accounting / Enterprise Resource Planning (ERP), Customer Relationship Management (CRM) and Ecommerce software for small and mid-sized businesses and divisions of large companies, this Supply Chain add-on for NetSuite leverages SPS Commerce's industry-leading, multi-tenant trading partner network to build an application targeting companies that need EDI services. It allows for end-to-end visibility and automation in one system when working with trading partners.

The new SPS Commerce solution for Supply Chain automation of NetSuite utilizes the NS-BOS platform -- including the SaaS infrastructure, SuiteFlex, and the core NetSuite application. The end-to-end solution is delivered entirely by SaaS, enabling organizations to leverage the benefits of the integration with none of the coding or maintenance required by non-SaaS integrations. End-to-end visibility within the supply chain is particularly important for manufacturers -- since delayed shipments from trading partners can mean late orders for customers and prove costly in managing production flow for the manufacturer. Integration of trading partner information into the order management process as well as product fulfillment and promised delivery dates to customers is vital to the success of a manufacturing business. As the leading SaaS solutions in their markets, SPS and NetSuite together provide a seamless B2B business exchange and provide EDI capabilities layered on top of the CRM, Accounting / ERP and Ecommerce core of NetSuite. This provides visibility from the raw material coming from trading partners, to the delivery of finished product to the end-customer -- without the need for additional hardware, software, or staff, and includes the superior reliability that comes from a SaaS solution.

"Since teaming together, NetSuite and SPS have demonstrated how SaaS offers yet another benefit to the market -- rapid innovation and integration," said Archie Black, CEO of SPS Commerce. "Using NS-BOS, within weeks SPS was able to create and test its robust integration adaptor for NetSuite, and deliver it to our joint customers for immediate use. This rapid turnaround would not be possible with traditional software solutions. It is only possible in a pure SaaS environment and development platform such as NS-BOS. We are pleased to partner with NetSuite, another SaaS leader, and look forward to further extending our leadership with NetSuite."

"One system from NetSuite combines CRM, ERP / Accounting, and Ecommerce to manage the internal needs of an entire business," said Zach Nelson, CEO of NetSuite. "With the integrated solution from SPS Commerce built in NS-BOS, organizations can further extend the value of their NetSuite system to manage external business communications with trading partners including retailers, 3PLs and more. Seamless integration offers better supply chain visibility to orders and receivables in a very short period of time."

Mad Croc manufactures innovative products that meet the needs of on-the-go consumers for convenient energy. Today Mad Croc is using the integrated NetSuite and SPS Commerce solution to achieve automation of its order, shipping and invoicing communications with its customers and trading partners.

"These leading SaaS solutions offer Mad Croc the opportunity to benefit from the best that technology has to offer, without placing large demands on our IT department to deploy, maintain, staff and monitor it," said Colin Hall, Chief Marketing Officer at Mad Croc. "We chose NetSuite and SPS Commerce for their ability to deliver an integrated, value-added supply chain solution. Today, our sales and accounting staff use NetSuite to perform all aspects of the business cycle -- from customer communications, to processing sales orders, to billing. Integrating NetSuite with SPS enables us to complete the cycle by automating the communication of all of our business transactions required by our trading partners. Our customers are delighted with our responsiveness and accuracy."

The SPS Commerce integration adaptor for NetSuite is available immediately from SPS Commerce.