SPS COMMERCE (NASDAQ: SPSC)

• Headquartered in Minneapolis, MN
• 100% enterprise cloud services model
• 53 consecutive quarters of growth
• Retail industry’s largest network
  – 2,200 Retailers & Grocers, 55,000 Suppliers, 1,000s of Brokers, 3PLs, Carriers, Factories
• 800+ employees across North America, China, Hong Kong, Australia and UK
OUR GP EXPERIENCE

• Active member of GPUG
• Annual sponsor of Convergence and GPUG Summit
• Over 850 GP customers, 100+ integrated EDI customers
• Dedicated Dynamics GP practice and support teams
• SPS Commerce and Accellos are strategically partnered
  – Accellos: Market leading Dynamics GP EDI integration
  – SPS: Market leading cloud B2B integration network
OMNICHANNEL: DEFINED

A consistent consumer shopping experience, regardless of where the consumer chooses to engage a retailer (or supplier)
SPS COMMERCE PLATFORM - WE SOLVE BUSINESS PROBLEMS
ONE INTEGRATED PLATFORM

Transaction Automation  Item Management  Analytics Insight  Item Sourcing
ONE INTEGRATED PLATFORM

- Frictionless scale – adding, changing trading partners
- Adapting to changing requirements
- Enabling fulfillment scalability, flexibility
- Web-based interfaces for broad adoption
ONE INTEGRATED PLATFORM

Item Management

- Extensible item information web service
- Architected for digital asset support
- Support for XML and legacy item information (EDI, GDSN)
- Integrate with existing systems of record, as well as PIMs

Open architecture, interchange with other item sources, services
ONE INTEGRATED PLATFORM

• Knowledge of “in-store” and digital sales + inventory
• Drives sell-thru, inventory turn
• Enable strategic discussions on consumer demand, preferences

Analytics Insight

Visibility from POS all the way to factory
ONE INTEGRATED PLATFORM

- Identifies items that fit retailers’ assortment requirements, fulfillment requirements
- Enables scalable sourcing through systematic evaluation
ONE INTEGRATED PLATFORM

- Transaction Automation
- Item Management
- Analytics Insight
- Item Sourcing
- Enablement Programs

• Success is driven by process and execution
SUPPLIER ENABLEMENT PROGRAMS

- We onboard 2,500+ suppliers per month to the SPS platform
- Achieve compliance without disruption to operations
- Emphasizes best practices rather than just technology to ensure successful programs
- Proven processes, tools and support services which ensure 70% to 90% vendor compliance

Programs designed to enable organization change and business processes with your trading partners
QUESTIONS?