



THE POINT-OF-SALE ADVANTAGE

Maintaining a competitive edge in a challenging economic environment is critical for suppliers. Companies that embrace collaboration and deliver data-driven analysis bring more value to their retailers and stay ahead of the ever-changing needs of the consumer.

Suppliers face a number of challenges when analyzing Point-of-Sale (POS) data:

- How do I effectively consolidate and manage POS data from my retailers?
- How can I turn POS data into actionable information?
- How can I use POS data to increase collaboration with retailers?

Evaluating data requires a tailored approach. That's why SPS Commerce offers products with a diverse range of functionality and sophistication to meet your business needs. From pre-built, intuitive web-based dashboards to powerful ad-hoc query and analysis tools, our applications enable suppliers to efficiently access and analyze weekly UPC and store-level data from their retailers.

MAKE BETTER, MORE-INFORMED DECISIONS

Let us remove the difficult process of collecting and consolidating information. With POS data from over 120 retailers available, you can spend less time mining data and more time making better, more-informed business decisions.

LEVERAGE PRE-BUILT DASHBOARDS TO INSTANTLY UNDERSTAND THE HEALTH OF YOUR BUSINESS





TURN POS DATA INTO A COMPETITIVE ADVANTAGE

- Bring fact-based information to your retailers
- Turn data into actionable intelligence
- Track product trends and launches across retailers
- Monitor inventory levels to reduce stock-outs
- Identify top-selling product lines and categories
- View highest-performing regions, states or stores

When you partner with SPS Commerce, you will benefit from our experience helping thousands of suppliers, retailers and other trading partners improve integration and collaboration. Contact us today to get started.

GET SUPPLY CHAIN INSIGHTS THROUGH FAMILIAR MICROSOFT EXCEL WORKBOOKS

Corporate Comparison

retailer Summary Week Ending: 01/23/2010 Prepared: 01/25/2010

SKU	Description	DILLARDS		FEDERATED		JOHNNENY		KOHLS		LORD & TAYLOR		NORDSTROM		Total Unit	Total \$
		Unit	STK	Unit	STK	Unit	STK	Unit	STK	Unit	STK	Unit	STK		
SR0370	CROPPED SWEATER	24	3.1%	11	39.2%	0	0.0%	3,415	51.9%	8	7.5%	38	9.3%	3,690	43.5%
SR8872	V-NECK CARDIGAN	13	4.0%	17	48.6%	68	3.9%	2,692	42.3%	9	6.3%	1	-3.7%	2,789	32.7%
SR1132	CROPLENECK	0	0.0%	50	200.0%	0	0.0%	2,256	48.4%	0	0.0%	2	100.0%	2,251	48.3%
SR1188	THE FRONT CARDIGAN	84	6.8%	362	17.1%	2	18.2%	1,654	39.1%	32	7.7%	48	10.3%	2,182	23.0%
SR1189	THE FRONT SWEATSHIRT	8	6.2%	9	112.5%	0	0.0%	1,924	49.2%	6	14.6%	15	9.2%	1,952	21.9%
WP9676	CROPPED PLEATED TROUSERS	80	12.4%	7	53.8%	153	46.5%	1,682	37.1%	0	0.0%	0	0.0%	1,822	34.8%
SR1187	LONG SLEEVE BOATNECK	3	2.3%	40	19.5%	5	11.4%	1,771	34.6%	0	0.0%	1	2.9%	1,780	23.3%
HB3857	SMALL TOTE	59	15.1%	1	1.1%	0	0.0%	1,728	42.8%	0	0.0%	0	0.0%	1,789	39.5%
WD4235	PUFFED SLEEVE DRESS	20	8.2%	0	0.0%	0	0.0%	1,670	35.8%	0	0.0%	0	0.0%	1,690	24.4%
WR1212	RENAL SWEAT	7	9.0%	4	5.2%	0	0.0%	1,971	49.5%	0	0.0%	0	0.0%	1,962	49.7%
SR1232	COMFY SWEATER	61	4.6%	294	25.6%	0	0.0%	1,176	33.0%	19	8.1%	61	7.9%	1,601	23.1%
WSP248	BROOKLYN PANTS	58	8.1%	0	0.0%	0	0.0%	1,511	42.4%	0	0.0%	0	0.0%	1,569	37.1%
SR1133	POCKETY CARDIGAN	0	0.0%	0	0.0%	38	3.4%	1,502	47.4%	1	25.0%	3	1.9%	1,449	35.0%
WR1207	TANK DRESS	1	15.4%	0	0.0%	0	0.0%	1,743	51.9%	0	0.0%	0	0.0%	1,743	37.4%
WS1234	TOWNECK BLOUSE	3	3.3%	0	0.0%	3	1.3%	1,486	47.1%	0	0.0%	19	14.0%	1,510	41.8%
WR9675	LONG WAISTBAND SKIRT	113	7.4%	0	0.0%	0	0.0%	1,326	35.7%	0	0.0%	0	0.0%	1,441	27.4%

USE GUIDED WIZARDS TO CONFIGURE YOUR OWN REPORTS

The screenshot displays the SPS Commerce reporting interface. On the left, a 'Guided Wizard' is active, showing steps for configuring a report: 1. Calendars (Required), 2. Date (Required), and 3. Retailers. The 'Date' step is currently selected, showing a date range from 5/8/2012 to 5/8/2012. The 'Retailers' step shows a list of available retailers, including JAMES, ACADREMY SPORTS, AKTRESPORT, BO SHENGSHI, BELLE, BLOSSOMINGGOODS, and BLOOMINGDALES. On the right, a data grid is visible, showing a 'Trends' report for 'CKS 52 Week Trend (Units)'. The grid has columns for weeks from 2011 49 to 2012 26 and rows for various product descriptions like 'Large twill solid', 'Multi pocket solid', '14 carat emerald cut', 'Blue spaz small', '14K solid med w/wh', '10K engraved all over', and '110881All over print'. Each cell in the grid contains numerical values representing units sold.

ABOUT SPS COMMERCE

SPS Commerce perfects the power of your trading partner relationships with the industry's most broadly adopted, enterprise retail cloud services platform. As a leader in on-demand supply chain management solutions, we provide prewired, proven integrations and comprehensive retail performance analytics to thousands of customers worldwide. With a singular focus on the retail marketplace, we revolutionized traditional EDI systems by developing a platform that enables highly cost-effective and reliable trading partner collaboration. SPS Commerce has achieved 48 consecutive quarters of revenue growth and is headquartered in Minneapolis.