FUEL YOUR 2022 GROWTH WITH EDI AUTOMATION

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SPS COMMERCE
INFINITE RETAIL POWER™

AGENDA

- Acquisition highlights

- How we think about EDI

- Demonstration of solution

- Q&A

SPS COMMERCE
INFINITE RETAIL POWER™

SPS COMMERCE
INFINITE RETAIL POWER™

Data Masons

- Publicly Traded (NASDAC: SPSC)

- 84 consecutive quarters of growth

- 500,000+ Network Connections

- 20 Years in Full-Service EDI

- 15 Years MSFT Experience

- World's Largest Retail Network

- Privately Held

- Consistent growth over the past 10+ years

- 1,500+ Dynamics Customers

- 25 years servicing Dynamics Customers

- Extensive experience with Dynamics & EDI

- Best in class integration to Dynamics ERP

Data Masons
is now
SPS COMMERCE

EXPERIENCE AND EXPERTISE

200+ Team of Dedicated Microsoft Experts

1,800+ Customers

60+ Automated Documents

25+ Years of Microsoft Partnership

Gold
Microsoft
Partner
■ Microsoft

On Prem

Microsoft
Dynamics AX

Microsoft
Dynamics NAV

Cloud

Microsoft
Dynamics 365

Supply Chain
Management

Dynamics 365
Business Central

Microsoft Gold Partner

Certified by Microsoft for D365

Global Footprint

Data Masons
is now
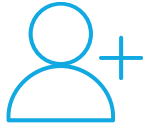SPS COMMERCE

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HOW WE THINK ABOUT EDI
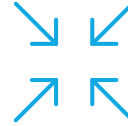
Fulfilling Orders is Complex

New and evolving EDI needs

Compliance, changing needs, new customers, team members or sales channels

Multiple channels and trading partner requirements

Difficult to know and track all the different requirements for each trading partner and channel
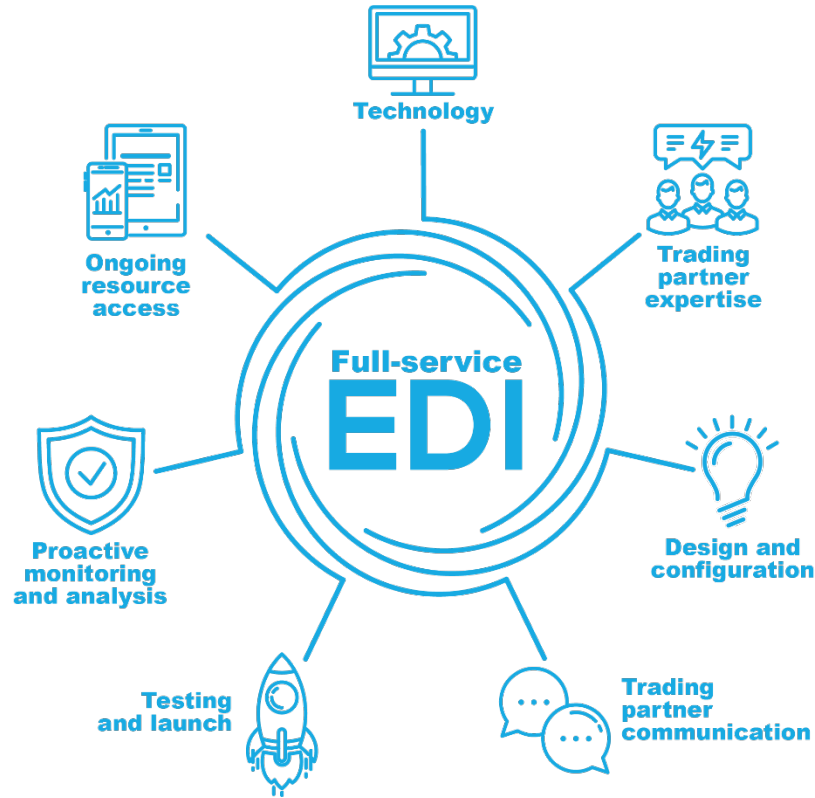
Supply chain complexities

Need a single EDI source to avoid chargebacks and simplify the complexities of working with multiple customers' systems

System replacement

A new EDI solution is needed for a new system or M&A activity

Required People, Process and Technology

Technology
- Hardware
- Translation
- Mapping rules
- Cross-referencing

Trading Partner Expertise
- Sales Channels
- Order fulfillment models
- Mapping and document requirements
- Disparate communication channels
- Changes

Design and Configuration
- System related configuration
- Business process cross references
- Seamless workflows

Trading Partner Communication
- AS2
- VAN
- sFTP
- API

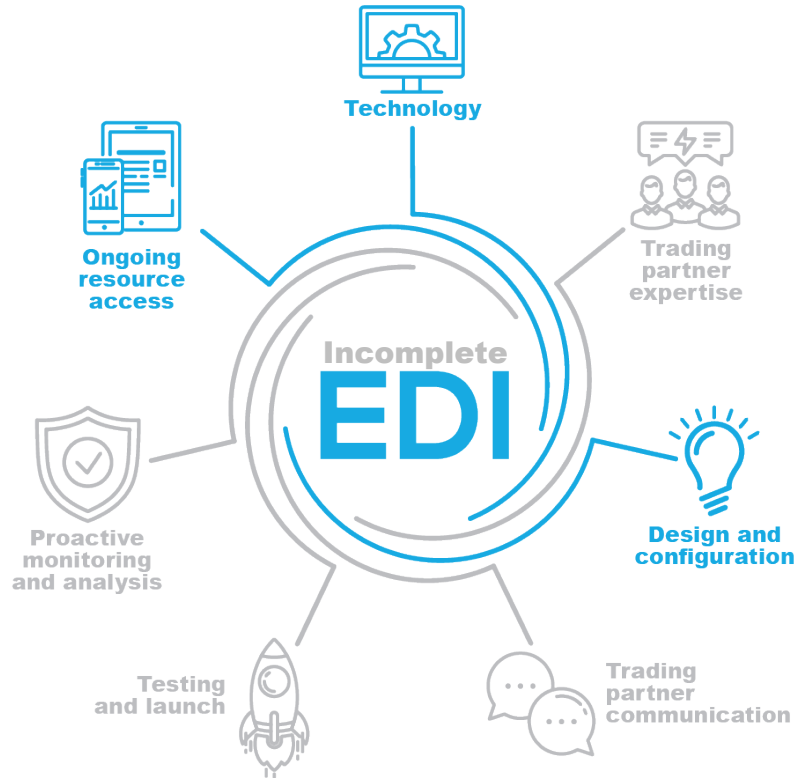**Testing and Launch**
- Requirement expertise and management

Ongoing External Support
- Business user-friendly operations, ongoing external resources, reduced IT reliance

Proactive Monitoring and Analysis
- Visibility and reporting

Many Solutions Meet Only Part of the Need

Incomplete EDI

- Technology
- Trading partner expertise
- Design and configuration
- Trading partner communication
- Testing and launch
- Proactive monitoring and analysis
- Ongoing resource access

Technology
- Hardware
- Translation
- Mapping rules
- Cross-referencing

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Leading to Serious Business Issues

Inadequate Solutions

- Solve part of the problem

- Unplanned complexity

- Limited support resources

- Significant reliance on IT

CONSEQUENCES

- Slow onboarding

- Lack of scale, internally and externally

- High IT costs

- Slow error identification and resolution

- Unexpected costs

- Chargebacks and fees

SPS COMMERCE

20 Years Optimized
Across Industries Trading Partner Network
Extensive Preferred Partnerships

Fulfillment

SPS COMMERCE – EXISTING NETWORK AND INFRASTRUCTURE

500,000+ Pre-mapped Connections

400 SYSTEM PARTNER RELATIONSHIPS

3,500 Buying Organizations
Use SPS as their EDI

Retail • Distribution
Grocery • Manufacturing

1,000+ 3PLs

SECURITY CERTIFIED

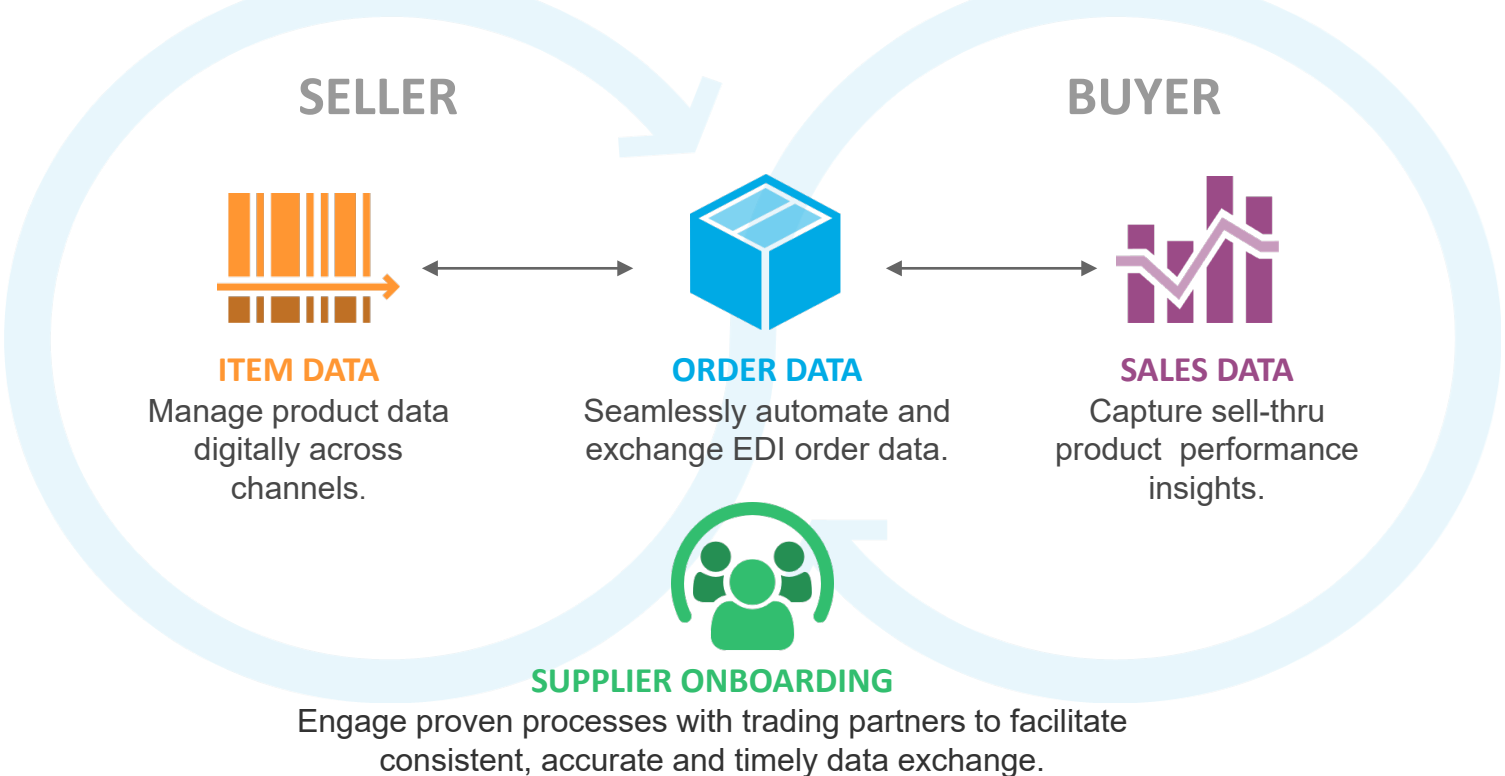ISO 27001 Certified | AICPA SOC | HIPAA Compliance

FINANCIALLY STABLE
80+ Quarters of Growth
$0 Debt

RETENTION LEADER

PUBLICLY TRADED
Nasdaq: SPSC

PEOPLE, PROCESS & TECHNOLOGY TO DRIVE A SMARTER BUSINESS

SELLER

BUYER

ITEM DATA
Manage product data digitally across channels.

ORDER DATA
Seamlessly automate and exchange EDI order data.

SALES DATA
Capture sell-thru product performance insights.

SUPPLIER ONBOARDING
Engage proven processes with trading partners to facilitate consistent, accurate and timely data exchange.

WE UNTANGLED THE COMPLEXITY

Connectivity

Translation & Mapping

Application Integration

Dynamics 365

TRADING PARTNER 1
TRADING PARTNER 2
TRADING PARTNER 3
TRADING PARTNER 4

850 855 860 856 810

Master Data
Customer Data
Dynamic Data
Product Design
Accounting
Vendor Data
Shipping
Demand Planning
Order Data
Period Review

SPS COMMERCE

Data Masons
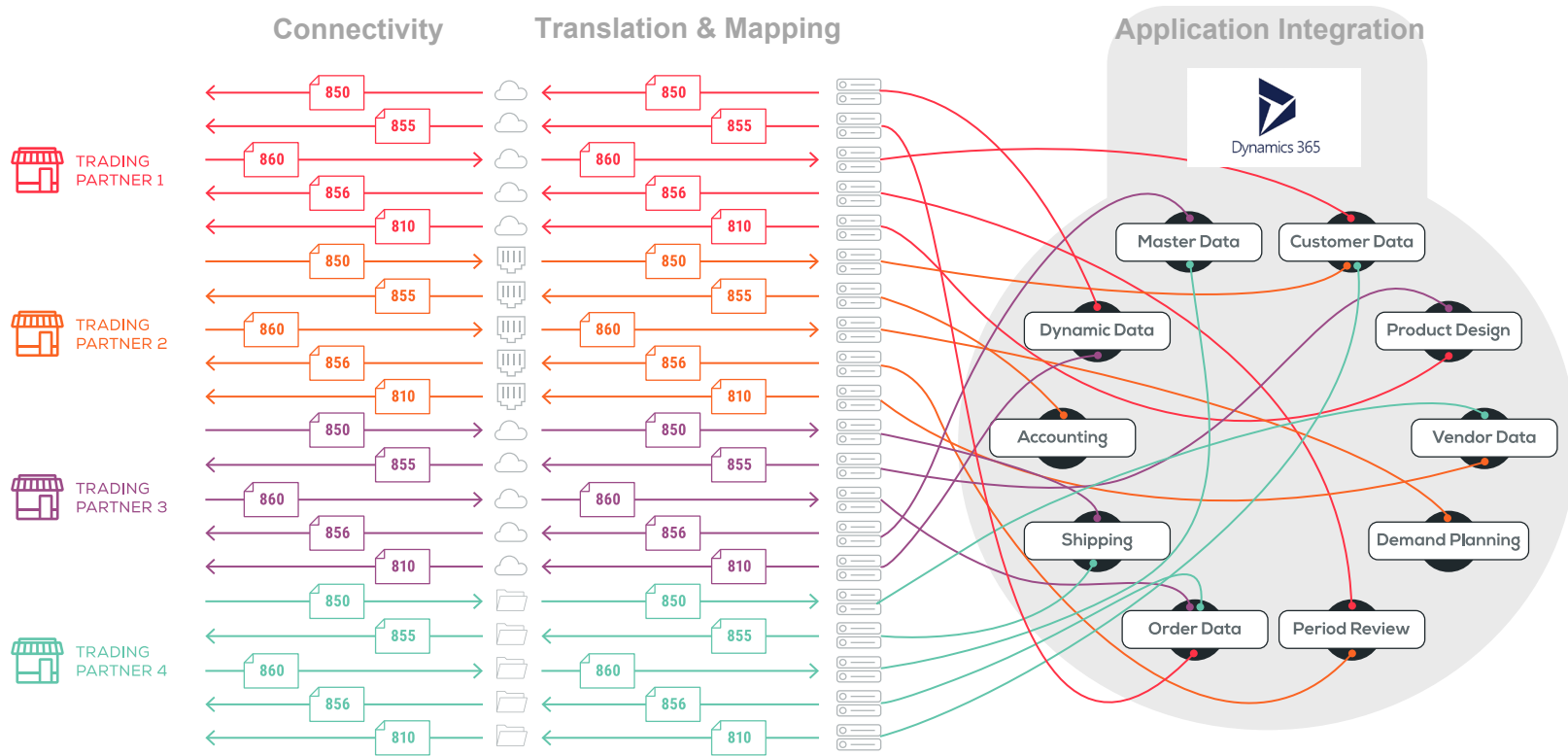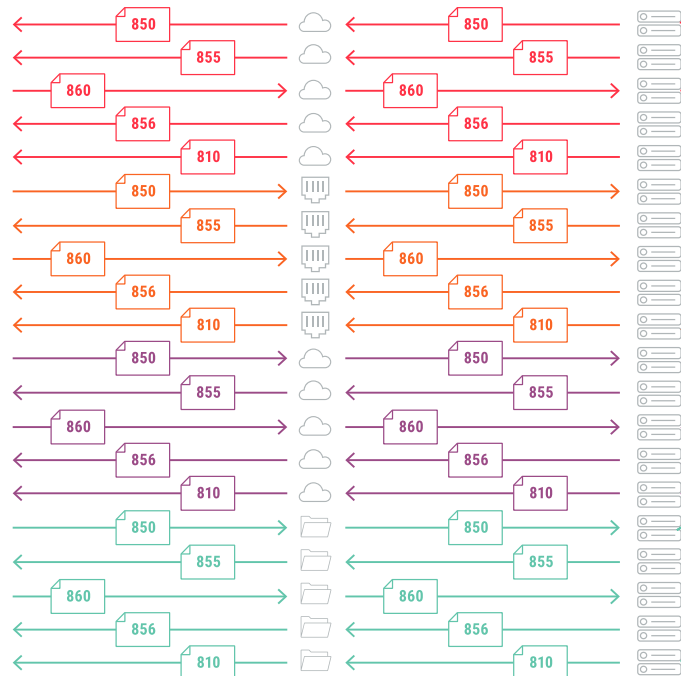
Trading Partner Maps

Connectivity, Translation & Mapping

Application Integration

ORDER
ORDER ACK
ASN
INVOICE

Dynamics 365

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Fulfillment solution
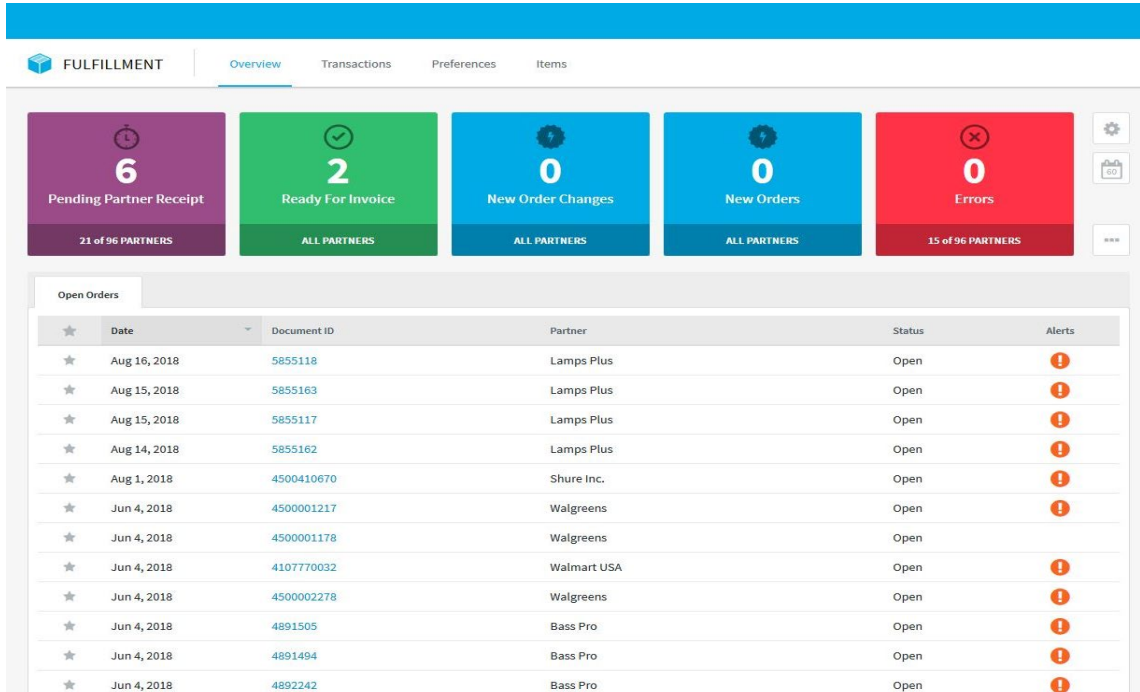
DIFFERENTIATED FULL-SERVICE SUPPORT

Data Masons is now **SPS COMMERCE**

Multi-channel 24/7 365

SPS + You
Lead implementation, testing, consult, solve problems, answer questions, direct you to the right resources, and provide insider insights

SPS + Trading Partners
Proactively engage your trading partners, ensure production readiness, troubleshoot, and manage changes

SPS Training & Education
Ongoing training and education through digital tools, pre-recorded sessions and live training, or one on one support as needed

People ask us:

How do you compare to the competition?

CHALLENGE

We are confident in our product and how we serve our customers, but the results and customers say it better.

CURRENT RESULTS

RETENTION LEADER
SPS retention rate = 86%

780 COMPETITIVE WINS
Customers who came to SPS from a competitor

"SPS Commerce is more than an EDI provider, their expertise and recommendations show they understand our business and the needs of our retailers."