SPS COMMERCE

SPS Commerce

Quench Your Thirst for Growth with EDI Automation

Presenters

Judy Weston, Strategic Channel Sales Manager, Msft

Shawn Martin, Senior Product Specialist, Msft

Fulfillment

- **Meet Your MSFT Team**

- **SPS Full-Service Model**

- **Product Overview**

- **Delivery Methodology**

agenda

SPS COMMERCE
INFINITE RETAIL POWER™

Your MSFT Team

Shawn Martin
Sr. Product Specialist

Judy Weston
Strategic Channel Sales Manager

EXPERIENCE AND EXPERTISE

250+ Team of Dedicated Microsoft Experts

3,500+ Customers

30+ Automated Documents

25+ Years of Microsoft Partnership

Supported Microsoft Products

Microsoft Dynamics NAV

Microsoft Dynamics GP

Business Central

Microsoft Dynamics AX

Finance & Supply Chain

Microsoft Gold Partner

Certified by Microsoft for D365

Global Footprint

Data Masons is now SPS COMMERCE

How we think about EDI

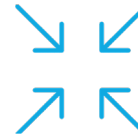# Fulfilling Orders is Complex

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
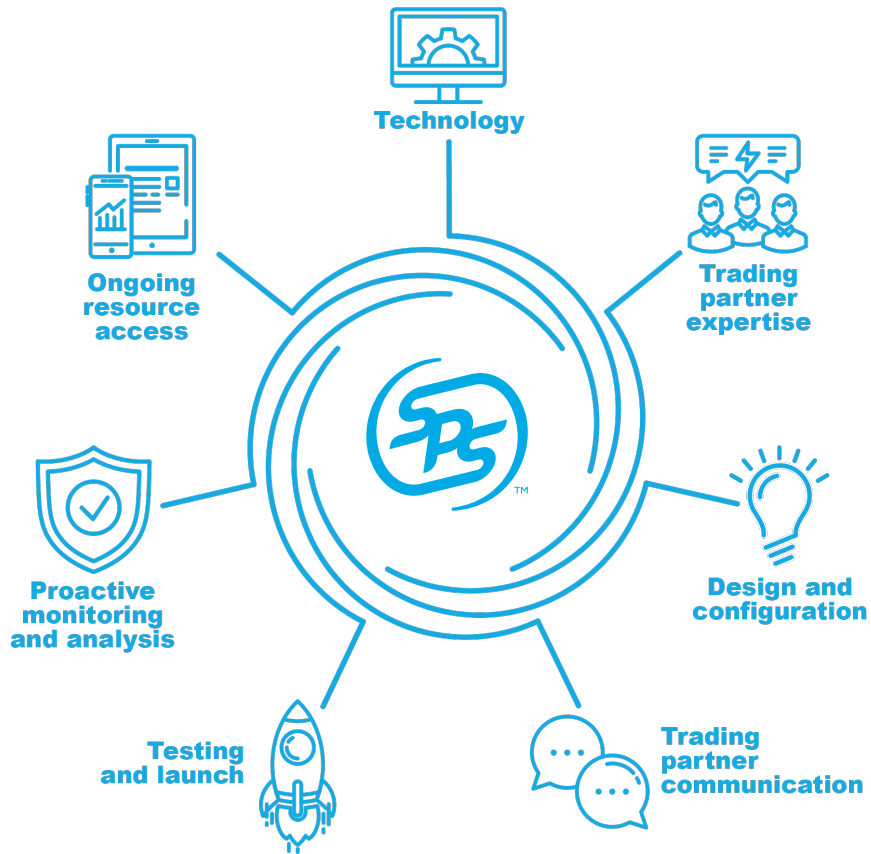
System replacement

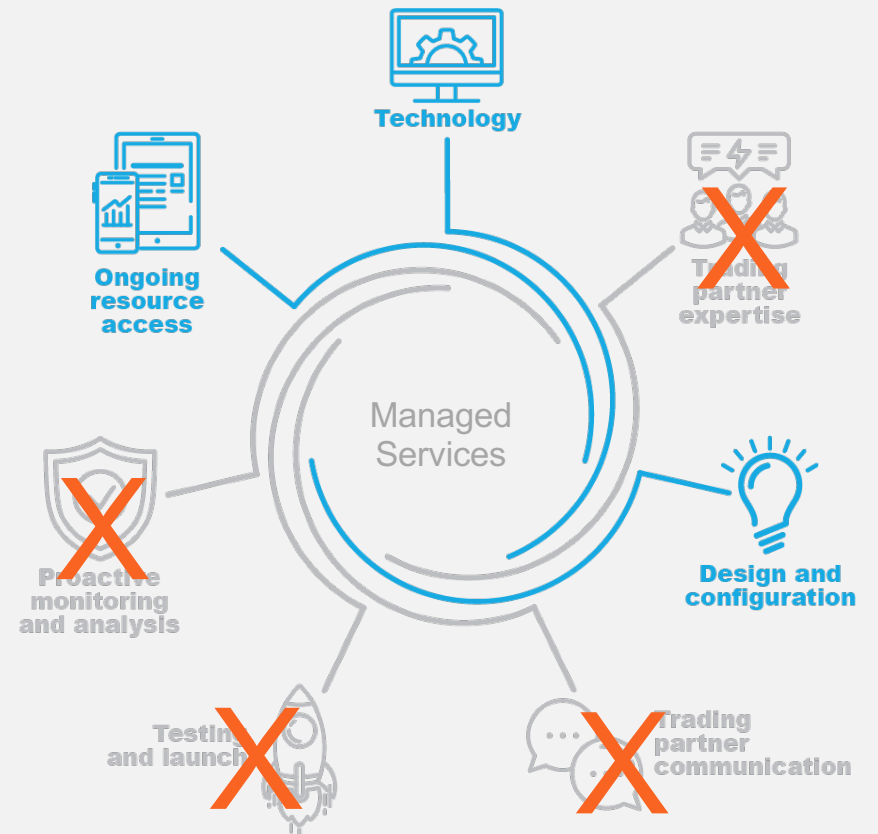A new EDI solution is needed for a new system or M&A activity

Full-Service Partnership
Doing the heavy lifting.

Technology

Ongoing resource access

Trading partner expertise

Proactive monitoring and analysis

Design and configuration

Testing and launch

Trading partner communication

Everyone Else
Leaving the work to you.

Technology

Ongoing resource access

Trading partner expertise

Managed Services

Proactive monitoring and analysis

Design and configuration

Testing and launch

Trading partner communication

Leading to Serious Business Issues
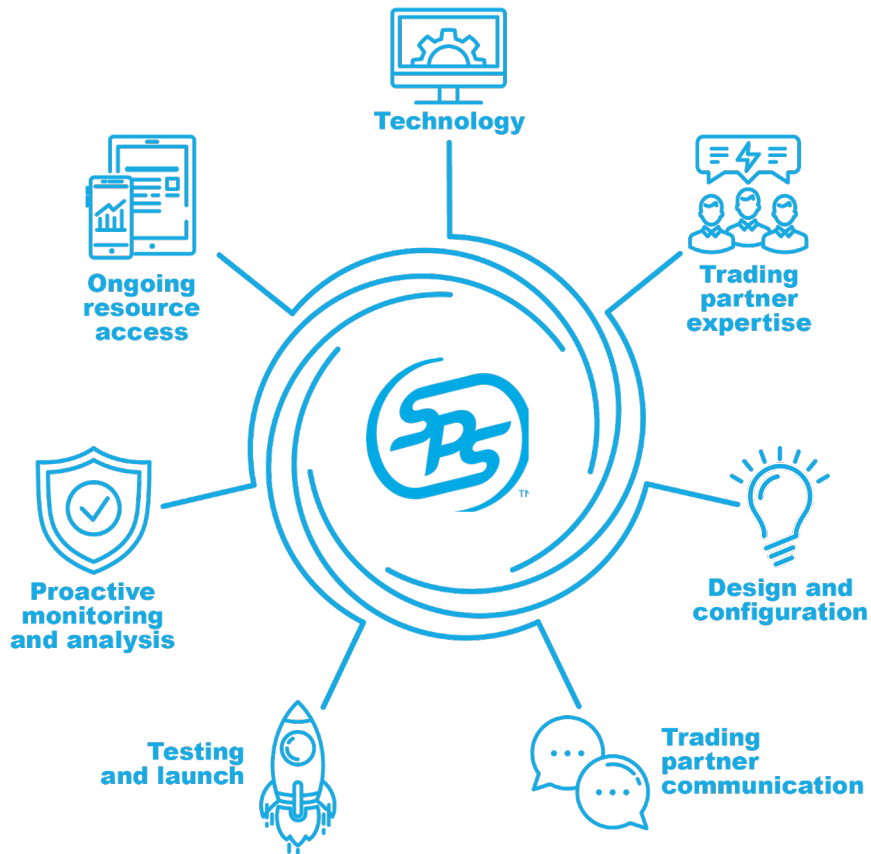
Inadequate Solutions

- 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

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Full-Service Partnership

SPS and Cavallo doing the heavy lifting.

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

SPS Team

For You
Lead implementation, testing, consult, solve problems, answer questions, provide the right resources and insider insights

With Trading Partners
Proactively engage trading partners, ensure production readiness, troubleshoot, and manage changes

Training and Education
Ongoing digital training and education, pre-recorded sessions and live training, one on one support as needed

SPS COMMERCE – EXISTING NETWORK AND INFRASTRUCTURE

1,000,000+ Pre-mapped Connections

400 SYSTEM PARTNER RELATIONSHIPS

3,500 Buying Organizations
Use SPS as their EDI
Retail • Distribution
Grocery • Manufacturing
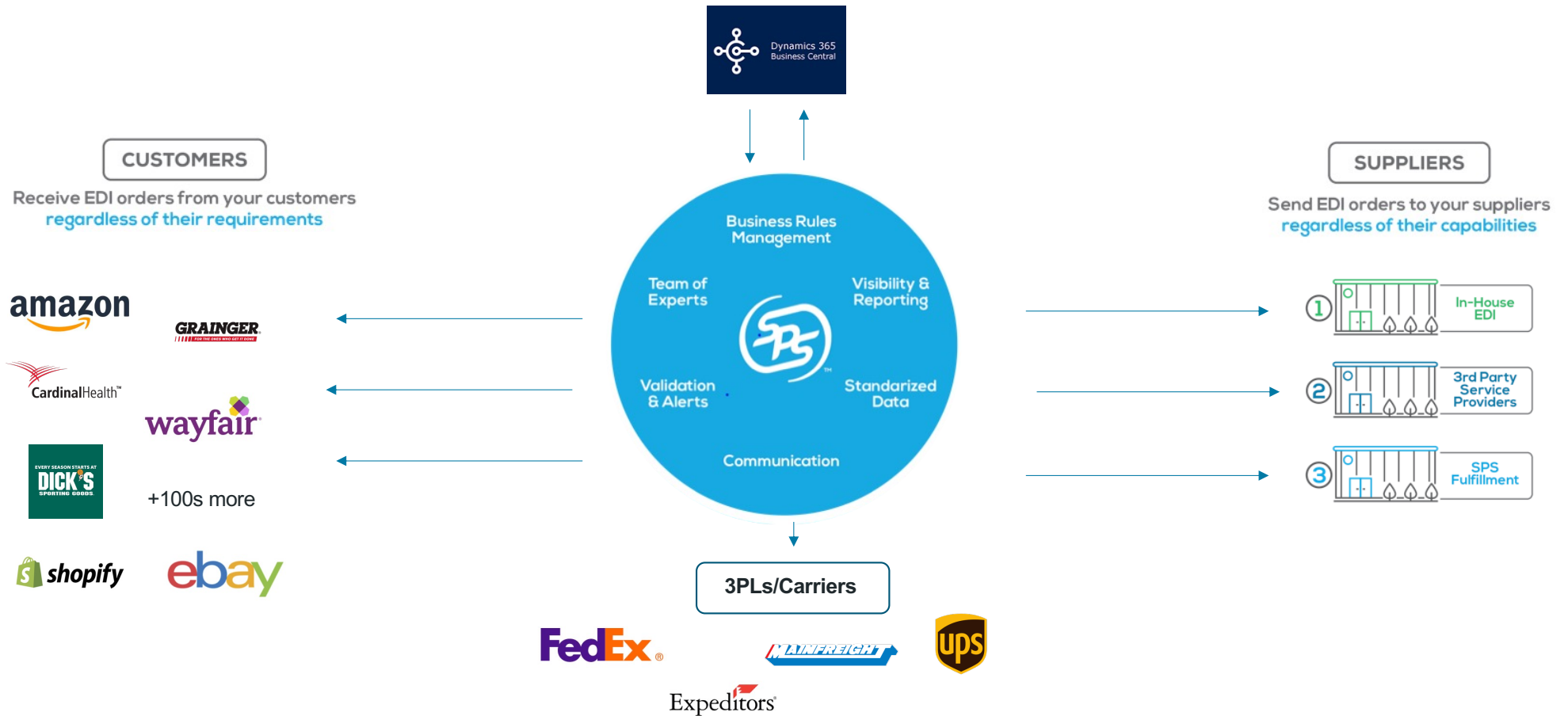
1,000+ 3PLs

SECURITY CERTIFIED
ISO 27001 Certified · AICPA SOC · HIPAA Compliance

FINANCIALLY STABLE
80+ Quarters of Growth
$0 Debt

RETENTION LEADER

PUBLICLY TRADED
Nasdaq: SPSC

One Connection to the SPS Network

Drive **Automation** | Gain **EDI Compliance** | Eliminate Supply Chain **Complexity** | Acquire **Proactive Insights**

Product overview

Delivery Methodology

ONBOARDING METHODOLOGY

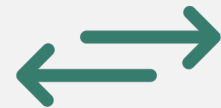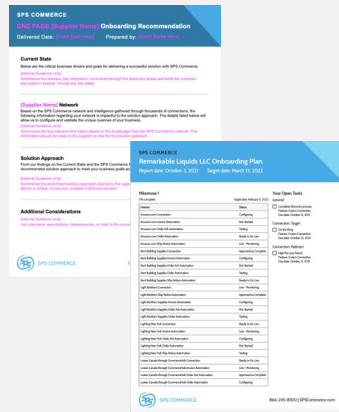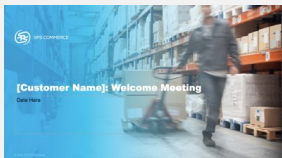| Discover	Prescribe	Configure	Validate	Go-Live
Understand your unique business and needs.	Provide a recommended configuration and onboarding plan.	Configure the solution to process orders and provide the required response data.	Validate the solution and show you how we'll work together.	Monitor and manage to ensure you can work seamlessly with your customer.

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	Understand your unique business and needs.	Provide a recommended configuration and onboarding plan.	Configure the solution to process orders and provide the required response data.	Validate the solution and show you how we'll work together.	Monitor and manage to ensure you can work seamlessly with your customer.
SPS	**Actions** • Welcome call • Network discovery • System discovery • Initial project plan via Smartsheet + status calls **Key Resources** • Delivery executive • Solution Architect • Project Manager	**Actions** • Finalize scope • DMEDI configuration • Recommend solution & timeline • Identify customizations and/or solution gaps **Key Resources** • Solution Architect • Project Manager	**Actions** • Data migration (as needed) • Solution development • Functional testing **Key Resources** • System Consultant • Network Consultant • Project Manager • Development	**Actions** • User acceptance testing • Prepare for go-live • Train client team on product, reports, etc. **Key Resources** • System Consultant • Network Consultant • Project Manager • Technical Resource	**Actions** • Migrate to production • Monitor data flow / initial hyper care • Ongoing training • Transition to support **Key Resources** • System Consultant • Network Consultant • Support Lead
Client	**Actions** • Master data / ERP readiness • Provide technical and business experts • Environment setup **Key Resources** • Exec sponsor • Project Manager • SME's – Orders, Finance, Warehouse, Technology	**Actions** • DMEDI configuration • Signoff on solution recommendation • Finalize / agree on scope & timeline **Key Resources** • Exec Sponsor • Project Manager • SME's	**Actions** • Functional testing • Align key SME's / stakeholders • Define UAT scenarios **Key Resources** • Project Manager • Technical lead • SME's	**Actions** • User acceptance testing • Confirm system readiness • Identify/train key users **Key Resources** • Project Manager • Day to day users • SME's • Technical lead	**Actions** • Process orders • Identify gaps • Run the business **Key Resources** • Day to day users • Technical lead • Project Manager

Partner / VAR engagement throughout based on ERP stage and customer maturity