



SPS Commerce  
Minneapolis, MN  
www.spscommerce.com

#### Industry:

Retail

#### Employees:

300

#### Oracle Products & Services:

Oracle Business Intelligence  
Enterprise Edition  
Oracle Database  
Oracle Fusion Middleware  
Oracle Portal

**“Because of the data flowing through our network each month, SPS is uniquely positioned to provide the sales and marketing staff of our retailer and supplier customers with supply chain and point-of-sale data that will help them make better business decisions. Oracle Business Intelligence Enterprise Edition’s flexibility lets us provide both our large customers with very sophisticated requirements and our small customers with a comprehensive analytics solution that also meets their needs.”** – David Novak, Senior Vice President of Business Development, SPS Commerce

## SPS Commerce Implements Business Intelligence Platform to Streamline Supply Chains for Customers

SPS Commerce is a leading software-as-a-service (SaaS) trading partner integration center, connecting every partner in the supply chain. Retailers, suppliers, third-party logistics providers, and other organizations select SPS Commerce to work more effectively with their trading partners to improve global visibility and provide insight for better decisions. With its SaaS model, SPS Commerce lowered setup and on-going costs, along with the time and risks of traditional software by outsourcing the entire process for its 37,000 customers worldwide.

### Challenges

- Implement internet-based business intelligence to deliver supply chain and point-of-sale information to its customers
- Harness high volume of data traveling among trading partners—retailers and suppliers—to provide customers with information that will help them optimize their supply chains
- Enable greater collaboration between buyers and suppliers

### Solution

- Implemented Oracle Business Intelligence Enterprise Edition to provide, along with Oracle Database, Oracle Fusion Middleware, and Oracle Portal, enhanced supply chain visibility to customers, rolling out to 12 customers with plans to expand to 25% of its customer base over the next three years
- Delivered POS intelligence for better insight into in-store conditions, such as for products about to be out-of-stock
- Provided customers with visibility into sales velocity—helping to improve forecasting, determine timing for new product introductions, and optimize inventory levels to cut costs
- Provided suppliers with intelligence on on-time shipping and fill rates for specific products in different geographies—helping them address bottlenecks and other issues
- Gave retailers insight into supplier performance, providing metrics to identify issues and drive supply chain efficiency
- Reduced the time it takes to receive shipments from five hours to one hour by reducing manual processes
- Helped customers shave a percentage point off their out-of-stock conditions
- Completed the implementation on time and within budget, while providing the scalability to deploy to customers quickly