



## Frequently-asked questions | Direct EDI Acquisition

### 1. Why is SPS Commerce acquiring Direct EDI?

SPS Commerce chose to acquire Direct EDI because of the synergy of the company's web-based, software-as-a-service approach, the benefits of its technology platform and its strong relationships with customers. By joining forces, the companies will be positioned to offer even greater value to customers.

### 2. When will the change be effective?

The change is effective today, May 18, 2011.

### 3. What are the terms of the transaction?

Please see today's press release for details.

### 4. What is the combined company called?

Direct EDI will become part of SPS Commerce, and the company will continue to be called SPS Commerce.

### 5. Will vendors' pricing change?

No. Vendor pricing will remain consistent with the terms and conditions outlined in their Direct EDI pricing agreement.

### 6. How is vendor support affected?

Direct EDI customers can continue to work with their existing customer support representatives using the Direct EDI customer support line.

### 7. How many new suppliers will be in the SPS Commerce community?

As a result of the acquisition, SPS Commerce will add an additional 2,000 suppliers to its community.

### 8. How will Direct EDI customers benefit from the acquisition?

While most aspects of customers' relationship with Direct EDI will remain the same, customers will experience the following benefits:

- ▶ Expanded enablement capacity with the ability to onboard more than 2,000 vendors per month.
- ▶ Access to the broadest trading community in the retail supply chain with more than 1,500 prebuilt connections to retailers, grocers and distributors.
- ▶ Superior integration with more than 100 leading accounting/ERP, warehouse management, and packing and shipping applications.
- ▶ Expanded capabilities for integrating with global supply chain partners, such as third-party logistics providers (3PLs), international sourcing companies and factories.

- ▶ Support for e-commerce requirements including GS1-128 labels, carrier labels, pack slips and gift cards.
- ▶ Value-added solutions for item management, warehouse management, supply chain analytics and fulfillment partner integration.
- ▶ Access to a named SPS account executive that will assist vendors with finding solutions that advance their supply chain initiatives.

### **9. Will Direct EDI customers' service be migrated to SPS' service? If so, what will be the process? When will the migration occur?**

Customers will remain on their current version of the Direct EDI web EDI service for the foreseeable future. As new enhancements become available, they will be able to upgrade to a joint platform as part of their monthly subscription rate.

### **10. How can I find out more information?**

Additional details about the acquisition are at:

<http://www.spscommerce.com/about-us-overview/newsandevents/direct-edi-acquisition.html>

You are also welcome to learn more at an informational webcast on May 26, 2011. [Click here](#) to register.