Logistic Edge
Your Product is Our Business

Services: Integrated EDI with 3PL Central
Industry: Logistics

Case Study: Logistic Edge

Logistic Edge is a Southern California-based third party logistics (3PL) company providing warehousing and distribution services, transportation management, and value added services(pick and pack, assembly, fulfillment, labeling, packaging) for small and mid-sized retail suppliers. Its West Coast locations provide ready access to the country's largest ports, and assist its customers in achieving high vendor compliance rates for their retail customers such as Wal-Mart, Nordstrom and Home Depot.

With its focus on warehousing and distribution, Logistic Edge wanted the efficiencies of a first-class Warehouse Management System (WMS) and Electronic Data Interchange (EDI) without incurring the costly infrastructure, maintenance requirements and IT staff needed to support in-house systems. Thus, when faced with having to upgrade their legacy WMS system in 2008, Logistic Edge opted for a Software-as-a-Service (SaaS) offering from industry leader, 3PL Central. The new SaaS WMS solution was a completely outsourced solution that offered a low capital outlay, increased flexibility, more capabilities, and enhanced customer service for Logistic Edge.

Improving Company Trading Partner Relationships

RETAILERS

SUPPLIERS

3PLS

"With SPS Commerce and 3PL Central, Logistic Edge is able to process orders and turn inventory more rapidly for our customers without the need for additional IT systems or staff."
—George Hynes, President, Logistic Edge

Not long after its success with a SaaS WMS, Logistic Edge looked at adding a SaaS B2B integration solution to achieve a higher level of vendor compliance for its customers. Today's retailers expect virtually all suppliers to do EDI in a timely manner, despite complex requirements that can challenge even the largest companies' IT departments. Again, Logistic Edge looked for the SaaS leader in this technology market, and quickly found SPS Commerce. The SPSCommerce.net solution offered the flexibility Logistic Edge needed, and most importantly had pre-wired connections to more than 1,200 retailers. SPSCommerce.net is a multi-tenant SaaS solution so its thousands of customers leverage the same integrations every day. The integrations are highly reliable and ready to use. This technology is teamed with SPS' knowledgeable staff that knows the minute details of every retailer's EDI requirements as a result of its longtime relationships with most retailers. As a result, Logistic Edge no longer needs to interface with retailers' IT departments with any EDI questions, as SPS Commerce's team performs this entire task on their behalf as part of their subscription.

With the integration of both SaaS solutions — 3PL Central and SPSCommerce.net — Logistic Edge has hands-free data operations that are lowering its costs while providing more services to its 3PL customers. In today's economy, suppliers are being asked to make decisions quickly. For example, some need to change

warehouses or open new ones in 30 days or less. Logistic Edge is prepared to react more quickly to their customers' needs, as moving locations leaves little or no time to set up IT solutions onsite. With their SaaS solutions from SPS Commerce and 3PL Central, no setup is required and Logistic Edge can begin servicing its customers from new locations almost instantly.

Suppliers are more cost conscious than ever. By reducing its internal IT staffing and infrastructure costs using SaaS solutions, Logistic Edge can pass along these savings in the form of more competitive rates to its customers while improving, not minimizing, its services.

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.