



SCHEELS

Services: Vendor enablement and outsourced EDI

Industry: Sporting goods

Case Study: SCHEELS

Scheels is a Midwestern sporting goods retailer with 24 stores in ten states, employing more than 5,000 associates. All of its products are shipped directly to stores from thousands of vendors. In early 2011, some of Scheels’ key vendors decided to no longer accept purchase orders by fax and insisted on EDI. Scheels has traditionally managed orders via fax and phone, but decided move to EDI for the first time. However, the company has a lean IT staff that couldn’t take on the process of managing an EDI system or contacting vendors to do EDI and working through the process with each of them.

Teaming with SPS Commerce

The management team at Scheels selected SPS Commerce as their EDI partner, electing to use SPS’ cloud-based EDI service internally and leverage SPS’ expertise to launch a vendor enablement program that combines SPS’ proven processes, tools and support services.

Improving Scheels’ Trading Partner Relationships



RETAILERS



SUPPLIERS



3PLS

“We had the confidence that SPS Commerce could enable our vendors. Their established relationships with many of our vendors made the process easy. It has gone very well.”

—Byron Snider, Information Services Leader, Scheels

Realizing New Efficiencies

Scheels’ IT department didn’t have the resources to develop and maintain the EDI maps needed for electronic trading with vendors. SPS’ SaaS solution bridged the gap and provided the resources needed to engage and work with vendors. SPS offers a fully trained staff of more than 100 supply chain professionals trained to work directly with suppliers of any size or level of expertise.

The initial vendor enablement program began in mid-2011 and successfully connected Scheels with several hundred vendors.

Supply Chain Vision

“Our vendors are excited about doing EDI with Scheels,” said Byron Snider. “They have done EDI with other retailers and SPS Commerce and seen the positive results. SPS’ delivery and cost model is flipping the standard EDI model on its head. Our relationship with SPS has been very good.”

About Scheels

Scheels opened their first store in Sabin, Minnesota in 1902 and now has 24 locations located throughout 10 states. Scheels stores provide customers with first-class customer service and the world's largest selection of sports, sportswear and footwear, along with a collection of entertainment venues at several locations. Visit Scheels at www.scheelssports.com.

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.