



SHOEBACCA™

Services: Vendor enablement, Integrated EDI with NetSuite, Retail Universe, Universal Catalog

Industry: Footwear Retailer, E-Commerce

Brands:

Case Study: SHOEBACCA.com

SHOEBACCA.com is a leading retail footwear company targeting families who live active, healthy lifestyles. The company recently expanded into e-commerce, which has resulted in exceptional growth over the last several years. Today, the company offers thousands of styles by many of the world’s best shoe brands such as adidas, Converse, Asics, Puma, Reebok, The North Face, Skechers, Keen, Sorel and New Balance.

To help better manage the challenges of dramatic growth, SHOEBACCA.com decided to leverage a third-party provider for their EDI and to help grow their vendor relationships.

In 2012, SHOEBACCA.com began using SPS Commerce’s vendor enablement and EDI services to facilitate improved integration and stronger overall relationships and communication with its many vendors. As a result of partnering with SPS Commerce, SHOEBACCA.com has been able to gain valuable assistance with managing those areas of EDI where it has less expertise, as well as receive access to critical technical support for its employees and vendors. SHOEBACCA.com has also increased its understanding of how to improve vendor accountability and has become a better partner with its vendors.

Improving Company Trading Partner Relationships



RETAILERS



SUPPLIERS



3PLS

“We use NetSuite and this is something that a lot of people have difficulty understanding and difficulty integrating into. SPS Commerce did a really good job of integrating into this suite , understanding our systems and the platform that we use for our business.”

—Ryan Schlachter, Buyer, SHOEBACCA.com

In addition, SHOEBACCA.com has begun using SPS Commerce’s Universal Catalog Service to help it share product data with its trading partners more effectively. “The Universal Catalog Service has been great,” says Ryan Schlachter, a buyer at SHOEBACCA.com. “It has helped us cut out some of the steps that aren’t necessary and it’s helped cut down on merchandising costs as well.”

Schlachter believes SPS Commerce’s Retail Universe will probably have the biggest impact on SHOEBACCA.com’s business because it will continue to help the company expand and partner with new vendors. He calls the user interface “great” and says that as SPS Commerce continues to grow the community and interactions among retailers, vendors and suppliers that it will become a tremendous asset.

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.