



Services: Integrated EDI with QuickBooks
Industry: Consumer goods
Brands: John Louis

Trading Partners: Amazon, Bed Bath & Beyond, Home Depot, Lowe's, NEXCOM, Overstock, Target

Case Study: John Louis Inc.

Headquartered in St. Louis, Missouri, John Louis Inc. is the leading manufacturer of solid wood closet kits to offer the consumer an alternative choice to wire or melamine products. John Louis Inc.'s products are sold through independent dealers and leading retailers nationwide, including Amazon, Bed Bath & Beyond, Home Depot, Lowe's, NEXCOM, Overstock and Target.

Automating Supply Chain Integration with Trading Partners

John Louis Inc. used to receive its purchase orders, mostly drop ship, either directly from the retailer or through Channel Intelligence's order management solution (formerly Vcommerce). From that point, their IT staff would manually enter order and shipping information into their QuickBooks accounting system. With hundreds of shipments each day and incoming orders growing fast, John Louis Inc. was ready to automate this process by integrating its Electronic Data Interchange (EDI) with QuickBooks and its shipping solutions (primarily UPS and FedEx).

EDI Mapping Made Easy, SPS Does it All

Integrations, or EDI maps, are often the most time-consuming and costly part of any EDI solution. This is not the case with SPSCcommerce.net and SPS' EDI experts. It offers pre-built integrations spanning more than 2,700 workflows across 1,300 retailers. For John Louis Inc., their EDI mapping worries are in the past.

"SPS Commerce knows of future changes to a retailer's transactions well in advance. It is not uncommon for them to proactively change a map to suit a retailer's new requirement before we are even aware that changes are needed."
— Gregg Tines, Vice President of Sales, John Louis Inc.

Several of John Louis Inc.'s retail customers had unique EDI requirements that required custom mapping for several EDI transactions. SPS Commerce's trained integration specialists adapted SPSCcommerce.net's existing mappings on behalf of John Louis Inc. and kept them in compliance. These changes were completed at no additional cost to John Louis Inc. as their monthly subscription fee covers all map changes and customer support.

Reducing Order Processing Time from Hours to Seconds

In 2008, John Louis Inc.'s goal was to have 90% of its retail customers integrated using EDI. Today more than a dozen trading partners, representing 65% of their order volume, are connected to John Louis Inc. via SPSCcommerce.net, with all EDI transaction data integrated directly into John Louis Inc.'s internal QuickBooks system for a hands-free process.

Improving John Louis Inc.'s Trading Partner Relationships



RETAILERS



SUPPLIERS



3PLS

“Our daily order volume used to take up to three hours to download and manually enter into our internal systems.

This entire process is now accomplished in seconds using SPSCommerce.net.”

— Gregg Tines, Vice President of Sales, John Louis Inc.

SPS Commerce gives retail trading partners, including John Louis Inc., an intelligent way to manage and fulfill orders. Its SPSCommerce.net solution offers tens of thousands customers a suite of supply chain services, including fully outsourced EDI to make connecting to trading partner easy and affordable.

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.