



Services: Web-based EDI, integrated EDI for SAGE 100 (formerly Sage MAS 90)

Industry: Consumer goods

Brands: Designer Whey

Trading Partners: Fred Meyer, H-E-B, Kroger, Publix Super Markets, Rite Aid Pharmacy, SUPERVALU, Vitamin Shoppe, FST Logistics

Case Study: NEXT Proteins, Inc.

Next Proteins, Inc. is the maker of DESIGNER WHEY, America's #1 protein since 1993. The company's products are used by NBC's The Biggest Loser program and include a variety of protein powders, drinks and bars sold at grocery and retail stores nationwide, including Fred Meyer, H-E-B, Kroger, Publix Super Markets, Rite Aid Pharmacy, SUPERVALU and Vitamin Shoppe.

Today they have more than 20 trading partners, and have been using SPS Commerce's EDI Services since 2006.

Today approximately 75 percent of NEXT Proteins' orders are received and fulfilled automatically using EDI.

Initially the company used SPS' WebForms service to manually enter their EDI documents online. In 2009, NEXT Protein, Inc. decided to upgrade its subscription and use SPS' integrated EDI service with its Sage 100 (formerly Sage MAS 90) ERP system to accommodate its growing order volume.

SPS Commerce's integrated EDI Service for Sage 100, integrated using SWK Technologies' MAPADOC solution, helps suppliers, like NEXT Proteins, Inc., more easily exchange supply chain documents with their trading partners. Suppliers are enabled to exchange sales orders, advance ship notices, invoices, warehouse shipments and other required documents with trading partners around the globe. The integrated EDI Service offers suppliers a single integration point from their Sage 100 ERP system to SPS, instead of creating unique EDI maps for each transaction/customer combination.

Automated Order Fulfillment With Its 3PL

SPSCommerce.net is at the center of NEXT Protein's order fulfillment cycle, sending and receiving EDI transactions to trigger operations and update their Sage 100 system.

NEXT Proteins, Inc.'s purchase orders are received via EDI from its retail customers through SPSCommerce.net and automatically entered into NEXT's Sage 100 system. This information is then routed to NEXT Proteins' third party logistics provider (3PL), FST Logistics, via an EDI 940 to provide the warehouse with the necessary information to fulfill the order for the retail customer. FST Logistics packs and ships the order according to the instructions, including sending NEXT's retail customer an Advance Ship Notice. FST also sends NEXT Proteins, Inc. an EDI 945, which automatically updates their Sage 100 system to show that the order has been fulfilled and shipped to the customer. Finally, NEXT Proteins, Inc. automatically issues an invoice from its Sage 100 system, and sends it via EDI to its retail customers for payment.

Improving NEXT Proteins, Inc.'s Trading Partner Relationships



RETAILERS



SUPPLIERS



3PLS

The entire process is hands free for NEXT Proteins, Inc., and provides tracking and reporting capabilities to allow IT staff to monitor its operations and ensure quality performance. Today approximately 75 percent of its orders are received and fulfilled automatically using EDI.

Proven Reputation For Customer Satisfaction

Over the years, NEXT Proteins, Inc. has called upon SPS Commerce's customer service to assist with adding new trading partners, performing the integration to their Sage 100 system, and addressing the occasional questions that arise.

"By integrating SPS Commerce's EDI Service with our Sage 100 system, we have hands-free order fulfillment that we can trust."

**— Paul Koch, IT Manager,
NEXT Proteins**

"SPS' customer service is amazing. They are knowledgeable and take the time to understand and address our questions," said Paul Koch, IT Manager, Next Proteins. "We've found all of SPS' services to be easy to use. Furthermore, many of our retail customers know SPS Commerce and suggested their services to us. Over the years SPS has gained our trust and is one of our most trusted IT partners."

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.