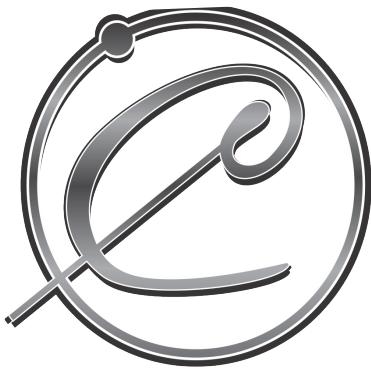




SPS COMMERCE  
INFINITE RETAIL POWER™

# A Classic Time Watch Company & SPS Commerce: A Success Story



## Executive Summary

A Classic Time Watch Company needed to automate and integrate EDI capabilities to continue to do business with important retail customers, including Sears, JCPenney and Younkers. These larger trading partners were beginning to require EDI capabilities from their suppliers and A Classic Time Watch Company had to keep pace.

In addition, the supplier needed to handle some unique business requirements and integrate their Brooklyn, NY production facility with their showroom in New York City.

Company Type: Supplier  
Industry: Fashion Accessories  
Headquarters: New York, NY  
SPS Product: Fulfillment  
System: Sage 100 ERP

**Challenge:** Automate EDI capability to continue to do business with retailers.

**Solution:** SPS Fulfillment with Sage 100 ERP system automation.

**Results:** Confidence to sell new customers with the proven ability to trade electronically.

## Meet Customers' EDI Requirements

A Classic Time Watch Company selected SPS Commerce to provide a solution for their business challenge. They believed that their expertise and EDI solution for Sage 100 ERP from SPS would enable them to meet their clients' EDI requirements and enhance their own business operations. SPS implemented, and trained the A Classic Time Watch Company staff to use SPS Commerce Fulfillment.

The intuitive, cost-effective, and unique solution, SPS Fulfillment, met A Classic Time Watch Company's specific EDI transaction needs and enable them to comply with their trading partners' requirements.

Automating EDI enabled A Classic Time Watch Company to have access to important order information on a timely basis and gave the owners confidence to sell new customers with the ability to trade electronically.



Additionally, SPS Fulfillment's ability to send timely information to factors gave A Classic Time Watch Company a faster turnaround time on factored invoices.

### Automation Delivers New Efficiencies

With the SPS solution, the supplier automates cash receipts entry, auto invoices from advanced ship notice data, and adds purchase orders additional functionality with Sage 100. A Classic Time Watch Company is now able to share data between their Brooklyn and New York City locations.

**“We were very impressed by SPS Commerce’s depth of knowledge in the area of EDI. It was clear that they have made the investment to understand the business issues that underlie our EDI system requirements. Because of their grasp of both the business and technology issues, we knew that they would deliver the right solution for us... and they did,”** said Alfred Smouha, Vice President at A Classic Time Watch Company.

A Classic Time Watch Company enjoys a growing business without the worry that existing customers will send purchase orders elsewhere due to a simple inability to trade electronically. Another plus for the supplier is that new business comes their way because they are already EDI capable. Today, they can receive purchase orders and send invoices and ASNs electronically.