SPS Commerce

The Intelligent Supply Chain Network

Est. 2001 | Minneapolis | Logistics Services | ps.carbon6.io/jwe4okuawcrr

BEST FOR

+ Retail suppliers needing fast EDI compliance with major retailers (Walmart, Target, Amazon Vendor, Costco, Kroger, Home Depot) where SPS already has pre-built maps
+ Publicly traded companies needing SOC 1 coverage for external fiscal audits; SPS now publishes semi-annual SOC 1 reports specifically for customers with varied fiscal year-ends
+ SMB suppliers without in-house EDI expertise who want a vendor to handle mapping, testing, and retailer spec changes as a managed service
+ NetSuite, Microsoft Dynamics, SAP, Sage, Acumatica, and Shopify users where SPS has certified pre-built ERP adapters
+ 3PLs needing to standardize communication with many customer brands through a single network connection

NOT IDEAL FOR

! Teams wanting self-service control of their EDI maps. SPS operates a managed-service model where map changes go through support tickets, and Cleo and other competitors specifically market against this limitation
! Budget-conscious buyers who need transparent pricing upfront. No public pricing, quote-based contracts, and setup fees per trading partner make cost modeling difficult, and Capterra and G2 reviewers cite unexpected charges for unused services
! Fast-moving teams needing same-week mapping changes. Software Advice reviewers report onboarding takes 2 months minimum, and G2 includes reports of 11+ month implementations for complex deployments
! Companies planning to switch EDI providers later. Users report SPS retains operational control over trading partner maps and business process logic, which competitors cite as making vendor switching difficult
! Non-retail B2B integration use cases beyond EDI. SPS is built around retail supply chain and EDI; for broader API integration, iPaaS work, or ERP-to-ERP data flows, Boomi or MuleSoft Anypoint Platform are more appropriate

Key Features

World's Largest Retail EDI Network

Pre-mapped connections to 300,000+ trading relationships, 50,000+ subscribing customers, and transactions powering over $650B in GMV annually. G2 named SPS Commerce Fulfillment EDI the industry's #1 EDI solution based on user satisfaction and market presence. New trading partners typically onboard through existing maps rather than custom development, which is the reason retail suppliers pick SPS when a big-box retailer sets an EDI deadline.

Enterprise-Grade Security And Compliance

SOC 1 (semi-annual audits, latest December 8, 2025), SOC 2 audit by BDO (latest July 3, 2025 covering the Supplier Performance Suite via Traverse Systems), ISO 27001:2022 recertified April 2025 and valid through 2028, plus PCI DSS and third-party penetration testing attestations. Trust Center at trust.spscommerce.com publishes certifications under NDA request. AWS-hosted infrastructure with dedicated security team, MFA, and role-based access control.

Full-Service Managed EDI Model

Unlike self-service EDI tools, SPS provides a managed team that handles mapping, testing, certification, and ongoing partner compliance changes for you. Pick-and-pack automation, document format translation, and onboarding specialists are included in the subscription. The tradeoff is control: map changes go through SPS tickets rather than your team. 24/7 monitoring is built in, and G2 users rate SPS 9.9/10 on EDI compliance.

MAX AI Suite With Model Context Protocol

MAX Chat answers plain-language questions about order issues, shipment flags, and retailer-specific requirements grounded in how each trading partner operates. MAX Monitor watches 300,000+ trading relationships for workflow exceptions continuously, including outside business hours. MAX Connect supports Model Context Protocol (MCP), letting network intelligence flow into your ERP and internal AI agents without building a separate AI stack.

ERP And Commerce System Integrations

Certified integrations for Oracle NetSuite, Microsoft Dynamics 365 (Finance, Supply Chain, Business Central, GP), SAP and SAP S/4HANA, Sage 50/100/500/x3, Acumatica, Epicor, Shopify, QuickBooks, Infor CloudSuite, Fishbowl, Brightpearl, MYOB, and ShipStation. Dev Center provides API access for custom mapping work. 3PL integrations through Deposco, Extensiv (formerly 3PL Central), and Acctivate cover warehouse execution.

Beyond EDI: Analytics, Sourcing, And Invoice Financing

Analytics (Cross-Channel Sales Data) gives retail suppliers visibility into POS, inventory, and forecasting across trading partners. Assortment digitizes product attribute syndication. Community handles trading partner onboarding and testing. Invoice Financing through Versapay accelerates cash flow against confirmed POs. Performance Center and Revenue Recovery surface chargeback and compliance cost recovery opportunities.

Pricing & Plan Guidance

PLAN	PRICE (ANNUAL)	KEY INCLUDES
All Plans	**Custom**	No public pricing published by SPS Commerce Third-party sources cite SMB tiers starting around $20/mo (Capterra) with mid-tier plans around $99/mo and $349/mo (Software Finder) G2 reviewer reported $2.50 setup + $50/mo for their specific deployment Extensiv charges $900-$1,500 per retailer connection setup on top of SPS pricing Quote based on trading partner count, transaction volume, and mapping complexity No free trial; demos available by request Contracts typically annual with auto-renewal

PLAN GUIDANCE

SPS is quote-only with no published pricing, a deliberate choice that matches its enterprise EDI positioning but makes budget planning difficult upfront. Third-party sources report a wide range: Capterra lists a starting price around $20/mo, Software Finder cites mid tiers at $99/mo and $349/mo, and a G2 reviewer reported $2.50 setup + $50/mo for their small-volume deployment. What all these figures have in common is that they scale with trading partner count, transaction volume, and mapping complexity, so the real number for your business will depend on which retailers you need to connect to and how many documents you exchange. Budget separately for setup fees on each new trading partner connection (Extensiv alone charges $900-$1,500 per retailer). SPS does not offer a free trial; the typical entry path is a sales demo followed by a managed onboarding engagement that Software Advice reviewers say takes a minimum of 2 months and sometimes 11+ months for complex deployments. Annual contracts with auto-renewal are standard, and Capterra reviews consistently cite difficulty reducing scope or canceling specific trading partner connections mid-contract. If you need transparent pricing or self-service control, Cleo Integration Cloud or Orderful are better starting points; if you need the broadest pre-mapped retail network in the industry, SPS is the incumbent.

Compliance Transparency Index™

C

Score: 60 / 100

Security 30/40 | Pricing 0/25 | Data Rights 15/20 | Legitimacy 15/15

Methodology: ledgersupply.com/about

COMPLIANCE SNAPSHOT

✓ SOC 2 Yes	✓ GDPR Yes	✗ SSO No	✓ Data Retention Yes
✗ Public Pricing No	✗ Free Trial No	✓ Data Export Yes	✓ Data Deletion Yes

KEY FACTS

Starting Price	**Custom**	Output Ownership	**User**
AI Training Opt-Out	**Unclear**	Legal Entity	**SPS Commerce, Inc.**

HOW IT WORKS

Engagement typically starts with a sales call and a scoped demo rather than a signup flow. SPS's managed onboarding team gathers your retailer requirements, maps your ERP or commerce platform to the trading partner's EDI spec (X12, EDIFACT, or retailer-specific variants), and handles the testing and certification process with each partner. Software Advice reviewers report this takes 2 months minimum for simple deployments and as long as 11 months for complex automotive or multi-retailer builds. Once live, your team uses the Fulfillment web portal (or an ERP-integrated adapter for NetSuite, SAP, Sage, Dynamics, and similar) to handle day-to-day operations: receive purchase orders, send acknowledgments (855), generate ASNs (856) and invoices (810), and print compliant shipping labels with GS1-128 barcodes. MAX Monitor watches your 300,000+ trading relationships continuously and flags exceptions like missing acknowledgments or late shipments before the retailer calls. MAX Chat answers plain-language questions about what a specific retailer requires for a given document. Map changes, new trading partners, and spec updates flow through SPS tickets rather than your team editing maps directly. This is the tradeoff of the full-service model: you get a team handling compliance work, but you don't control the maps. Reviewers on G2 and Cleo's comparison pages cite this as the single biggest operational complaint. Invoice Financing through Versapay can advance cash against confirmed POs; Analytics and Performance Center surface carrier and retailer performance data for optimization.

ALTERNATIVE CONSIDERATIONS

01 Cleo Integration Cloud: Covers the self-service and unified EDI+API gap. Cleo provides direct control over EDI, API, and backend integrations through no-code/low-code tooling and real-time observability, rather than a managed-service ticket queue. Event-driven transaction visibility and role-based dashboards help trace issues without opening a support case. Tradeoff: requires in-house technical capability to run daily operations, and the retail trading partner network is smaller than SPS's.

02 TrueCommerce EDI: Covers the ERP-driven mid-market gap with preconfigured maps for NetSuite, Acumatica, Sage, and Microsoft Dynamics. Starting price reported around $19.95/mo on Software Advice. Tradeoff: also uses a managed-service model with similar onboarding delays and ticket-based map changes, so switching between SPS and TrueCommerce solves the retail network choice but not the self-service problem.

03 Orderful: Covers the API-first modern EDI gap. Built for engineering teams that want standardized X12 EDI via REST APIs with rapid partner onboarding and clean developer experience. Tradeoff: narrower scope suits well-defined X12 use cases; custom retailer requirements, exception handling, and non-standard workflows increase long-term maintenance burden. Smaller pre-built retailer network than SPS.

04 Stedi: Covers the developer-first infrastructure gap for teams building their own EDI workflows. Transparent API pricing, programmatic map management, and first-class developer documentation. Tradeoff: very limited out-of-the-box retailer compliance templates compared to SPS, so your team writes and maintains the mapping and partner-specific rules.

05 Boomi: Covers the broader iPaaS gap when EDI is one of many integration needs. Strong for any-to-any integration across APIs, files, and databases with a mature low-code orchestration layer. Tradeoff: retail EDI is a feature, not the product focus; you lose SPS's dense pre-mapped retailer network and will build or buy retailer-specific templates separately.

---

ps.carbon6.io/jwe4okuawcrr

Full review: ledgersupply.com/review/sps-commerce