

For Immediate Release

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Hi-Tec Sports N.A. Easily Meets J.C. Penney's EDI and Vendor Compliance Process With Assistance From FootWorks

Modesto, CA- With over 1800 stores, all requiring specific routing instructions, detailed shipping labels, the ability to track individual SKUs, combined with many required EDI transaction sets, J.C. Penney can be daunting for any footwear supplier to do business with. When Hi-Tec Sports signed with J.C. Penney, they turned to their ERP software suppliers, FootWorks, for help.

"We use FootWorks for its ability to take J.C. Penney's requirements in stride", said Jeff Goschen, IT Manager at Hi-Tec Sports. " We were able to add all the billing information, store locations, and distribution centers electronically, saving our staff many hours of time. We went through their vendor compliance process, including EDI set up, and were able to ship product in very little time", continued Mr. Goschen.

"Many retailers have unique requirements in order to do business with them but almost none of them are as extensive or specific as J.C. Penney's", said Dan Clark, EDI Specialist at Comprehensive Computer Services, Inc. the developers of FootWorks Software System. "They tend to revise compliance standards more often than other retailers and they have both a catalog and a retail division".

Jeff Goschen went on to say that "FootWorks has strengthened our ability to work with accounts the size and complexity of J.C. Penney, where many footwear suppliers might stop dead in their tracks. Penney's actually told me this was one on the smoothest compliance processes they had ever had".

"We've worked very hard over the last 6 months to make sure our clients who are doing business with J.C. Penney meet their updated requirements", stated Mr. Clark. "The last thing our clients want is excessive chargebacks for not following a simple routing instruction."

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