

# Cavender's Spurs Growth with TrueCommerce and Jesta ERP Integration



**CAVENDER'S**

## WHAT WE ACHIEVED

### Improved Vendor Relationships

Enhanced communication, shared analytics, and smoother fulfillment

### Automated Matching

Reduced operational bottlenecks with three-way document reconciliation

### Omnichannel Growth

Stronger integration to support in-store, online, and direct-to-store shipments

## The Objective

Cavender's sought to replace its EDI vendor with a partner who could deliver more than just transaction support. The goal was to create a platform for growth that enhanced operational agility, built stronger vendor partnerships, and positioned the business for omnichannel expansion. Integration with Jesta's Vision Suite ERP was critical to unlock cross-functional automation and better inventory control.

## The Solution

Cavender's implemented the TrueCommerce platform to transform vendor relationships, automate operational processes, and enable real-time data insights. The platform integrated seamlessly with Jesta Vision Suite, powering automated three-way matching of POs, packing slips, and invoices, increasing productivity across merchandising, operations, and finance.

A vendor portal helped smaller suppliers participate in EDI workflows without adopting new ERP systems. The solution also supported carton-level and assumed receiving, improving logistics accuracy and resource allocation. With access to fulfillment data and exception reporting, merchandising gained visibility into order flows and delays.

**“Where we see the biggest initial return on our TrueCommerce investment is through improved collaboration with our largest vendors. We’re now able to provide them with analytics that support their production and distribution planning and ultimately help ensure that we have the right products in the right place at the right time.”**

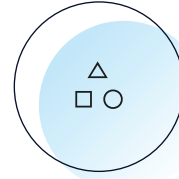
**Larry Waterman**  
Executive VP and COO, Cavender's

# The Results



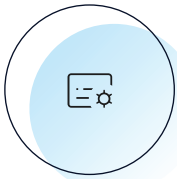
## Improved Vendor Collaboration

With shared analytics and a more efficient communication loop, Cavender's largest vendor partners now have visibility into demand trends and fulfillment data.



## Automated Three-Way Matching

By digitizing the reconciliation process between POs, packing slips, and invoices, Cavender's reduced administrative workload and streamlined payments.



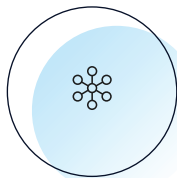
## Exception Reporting for Proactive Fulfillment

Teams can now identify shipping issues, pricing discrepancies, or short-ships early, rather than relying on reactive store feedback.



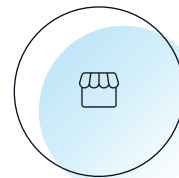
## Labor Reallocation to Customer-Facing Roles

Efficiency gains from automation allowed Cavender's to shift operational resources toward improving in-store customer service.



## Stronger Jesta ERP Integration

Full data synchronization with Jesta Vision Suite supports seamless inventory updates, order tracking, and fulfillment performance.



## Small Vendor Enablement

TrueCommerce's vendor portal helps merchants who lack EDI infrastructure contribute to a consistent digital workflow.

## Omnichannel Momentum

Cavender's continues to expand omnichannel operations, leveraging TrueCommerce to support direct vendor shipping, online growth, and distribution from stores and suppliers.

## Enabling VMI and Analytics

With increased data visibility and real-time automation, Cavender's is evaluating future strategies like VMI, direct-to-customer shipping, and collaborative analytics, expanding what's possible across their supply chain.

TrueCommerce offers Cavender's new ways to advance our business, our communications and our partnerships with vendors. It brings rich data analytics to our business and enables us to leverage new opportunities like direct-to-customer vendor shipping and other new distribution strategies.

**Larry Waterman**  
Executive Vice President and Chief Operating Officer, Cavender's

