

GXS Drives “Demand-Driven” Automotive Solutions

Becoming “demand-driven” and maintaining profitable operations has never been more challenging for automotive manufacturers and suppliers. In an industry that is arguably one of the most complex on the globe, automotive OEMs and suppliers—regardless of size or location—must balance new market demands with capacity, supply, logistics and quality. Those that “lead” the industry, do so because they’ve figured out how to maintain this balance.

The tools and techniques used by industry leaders to achieve “balance” are as varied and complex as the problems they address. Fortunately, a few common characteristics stand out:

- 1) Industry leaders consistently deploy process and technology standards with global supply chain partners
- 2) Industry leaders demonstrate greater levels of connectivity and visibility across supply chain processes and systems
- 3) Industry leaders demonstrate broad, consistent use of collaborative processes with their key supply chain partners (from design to sales and service)
- 4) Industry leaders maintain the right balance of ownership and partnership when it comes to the use of enabling technologies.

How can your company take advantage of the tools and techniques used by industry leaders? That’s where GXS comes in.

GXS: A Leader in “Demand-driven” Supply Chain Capabilities

With over 35 years of global automotive industry experience, GXS delivers full spectrum of on-demand supply chain management (SCM) solutions, and services that enable any size company, in any location, to become more “demand driven.” In addition, GXS provides one of the largest B2B networks in the world, supporting an unmatched automotive customer base that includes the top 25 global automotive OEMs, 90 percent of the Global 2000 automotive OEMs and suppliers, and more than 6000 Tier 2-n suppliers.

Supporting Industry Standards

Because GXS plays an extensive role in automotive and industry standards organizations (including the Automotive Industry Action Group, Odette, Automotive Aftermarket Industry Association and the Open Applications Group), GXS solutions and services are designed and deployed to foster the broad-based adoption and use of industry standards. As a GXS customer, you can be confident of global standards compliance while being protected from the associated cost and complexity.



THE GXS DIFFERENCE

- A global company operating in 30 countries with over 1,600 employees
- More than 35 years of automotive industry experience
- Largest automotive customer base on the planet:
 - Over 75 percent of Fortune 500 automotive companies
 - Over 90 percent of Global 2000
 - Top 25 global OEMs
 - Top 10 global Tier 1 OEMs
 - Over 6,000 Tier 2-n suppliers
- The world’s largest B2B network-global availability, reliability and security
- Global, multi-lingual community enablement services to help connect trading partners quickly

Trading GridSM: The “Engine” That Drives Superior Business Performance

The power of GXS automotive solutions lies in our industry-leading Trading Grid technology strategy. Delivering a standards-based continuum of global B2B services, Trading Grid helps organizations of any size, sophistication or location move from simple connectivity, to systems and process integration; to visibility and interoperability. Best of all, increasing the “level” of capability is fast, easy and affordable. Based on your business needs, Trading Grid provides access to industry-leading capabilities while shielding you from the cost and complexity of constantly changing customer and market requirements—it’s as easy as “point, click, and trade.”

Get Connected: Enabling 100% supply chain connectivity

Trading Grid provides simple, reliable, secure connectivity and messaging options that enable your company to connect and trade with anyone on the planet. Trading Grid’s global network, data store, security and powerful portal, give you the speed and flexibility to accommodate any message type (e.g. ANSI X12, EDIFACT, XML BODs, RosettaNet, spreadsheets, IDOCS) over any protocol (e.g. FTP, OFTP, HTTPs, AS2) via any network (e.g. ANX, ENX).

Trading Grid shields you from the complexity and cost of managing multiple messaging standards for each customer, location or application. Pick your standard and Trading Grid will manage the rest. Trading Grid Messaging Services are 99.9% reliable and supported by robust backup, recovery, monitoring and reporting capabilities that make sure you meet your customer’s SLAs for supply chain performance.

Getting “connected” is quick and easy using Trading Grid’s flexible connectivity options including:

- Trading Grid’s multi-lingual portal and Intelligent Web Forms (supporting EDI, XML and user-defined document types; shipping labels and barcodes; automotive industry process flows)
- Leading ERP and accounting package adapters
- Community Link—a best-in-class Community Management service providing global program management, trading partner on-boarding, education, communication, document testing and, reporting

In addition to Community Link, GXS support includes simple on-line help and 24x7 local language support services. One connection is all you’ll need to connect to all your trading partners.

Improve Supply Chain Visibility: The More You See, the More You Can Control

Once you’re “on the Grid”, you have access to powerful tools that help you “see” more than just data in a form. Trading Grid combines Intelligence and Application Services to help you interpret and manage simple and complex business processes with your trading partners. Whether it’s “release-to-ASN, kanban-based replenishment or dock-to-dock track-and-trace, Trading Grid delivers “on-demand” product and process visibility that helps you drive efficiency (reduce cycle

DAIMLERCHRYSLER CASE STUDY:

The Challenge:

Automate the exchange of production schedules, shipment and exception information between DaimlerChrysler (DCX) and all of its North American production suppliers using a simple, low cost, web-based solution.

The Solution:

In a matter of months, GXS business and technical experts developed, delivered and implemented a customized version of its Web-based EDI solution for 5,000 DCX suppliers. Today, DCX continues to extend this capability to subsidiaries like Detroit Diesel and, its global supply base.

The Results:

Cost, quality, timeliness and reliability of production-based supplier communications increased dramatically. DCX has realized a significant ROI and suppliers have realized increased performance ratings and added business opportunities with DCX. Finally, the Web-based solution has helped DCX achieve a 99.99 percent “e-enabled” status with its production suppliers..

times), flexibility (modify production or delivery patterns) and cost savings (reduce inventory) across your entire supply chain. Trading Grid visibility can help you track:

- Customer consumption patterns and inventory¹
- Ship status (ETA's, Proof of Delivery) and in-transit inventory
- Invoices and payments

Visibility is the foundation for demand-driven supply chain operations. Trading Grid can help you and your trading partners gain visibility into your supply chain so you can become more “demand-driven.”

Interoperability: Take Integration To a Whole New Level

Now world-class performance is within your grasp. With Trading Grid On-Demand SCM and Advantage Services, you have the tools to take supply chain integration to a whole new level. With Trading Grid, supporting machine-to-machine or, application-to-application integration is no longer a “theory.” Leveraging a unique partnership with webMethods, Trading Grid enables you to integrate and share business processes with your trading partners anywhere in the world. GXS Trading Grid and webMethods give you the tools to initiate or support industry standard VMI, MinMax and Kanban processes. Trading Grid adapters enable tighter integration with a wide range of ERP, accounting, transportation and warehouse management systems. Add in our visibility solutions to support business process management and activity monitoring and, true interoperability is within your grasp.

Support for RFID: Everyone Talks About It. Can Anyone Really Do It?

As RFID moves from hype to mainstream, real proof of business benefits are surfacing every day. Anticipating the global need for solutions and services founded on RFID technology, GXS has partnered with epcSolutions to provide enhanced visibility, product data synchronization and inventory control. RFID tags, readers and middleware are joined with Trading Grid messaging and integration capabilities to deliver enhanced visibility and process management. Improved materials management, logistics and product information management are all benefits of GXS' RFID capabilities..

GXS Managed Services: When You Don't Want To “Do It Yourself”

Staying focused on your core competencies can be difficult. As business needs change, things that were once a “competitive advantage” soon become the “cost of doing business.” Technology can be a “competency” that quickly moves from “core” to “commodity”. GXS understands this cycle and provides Managed Services to turn technology-based, common business practices back into competitive advantage. Managed Services gives you the power and flexibility to augment or, fully outsource management of your B2B program as your business needs change. Managed Services provides business value through hosting, administration, program and operations management. Managed Services is all about helping you maintain focus by managing B2B program execution and cost.

BENEFITS

- **Achieve 100% connectivity**—Eliminate inefficiency and reduce supply chain cost through simple, fast, and flexible connectivity options. Connectivity to meet the business needs of any organization—regardless of size, location or technical sophistication.
- **Improved visibility**—Reduced inventory costs, improved customer service and asset utilization.
- **Interoperability**—Visibility tools create tighter integration to share and manage business processes with your trading partners
- **RFID support**—Tags, readers and middleware are joined with Trading Grid messaging and integration to deliver enhanced visibility into materials management and logistics functions
- **Managed Services**—Keep you focused on your core competencies by augmenting or, fully managing your B2B capabilities

24 x 7 Global Support: Ensures B2B Success

The success of any B2B program relies on “end-to-end” expertise and support. From education and communication to testing and program management, GXS Community Link services leverages years of global B2B program experience to make sure your B2B program moves from definition to launch and on-going support quickly and effectively. In addition, GXS provides a global network of multilingual help desks that support over a dozen languages including Cantonese, Mandarin, Japanese and Korean. With regional offices and support centers in the USA, Mexico, UK, Spain, The Netherlands, Italy, China, Korea, Singapore, The Philippines and Australia, GXS provides you with a comprehensive, international support interface for you and your trading partners.

About GXS

GXS is a leading provider of B2B e-commerce solutions that simplify and enhance business process integration and collaboration. Organizations worldwide, including 75 percent of the Fortune 500, leverage GXS’ GS1 certified global interoperability and supply chain execution solutions. Active in the global standards arena, GXS offers solutions, powered by the Trading GridSM, that enable customers both large and small, to connect with global partners, synchronize product information and optimize the execution of supply chains.

Headquartered in Gaithersburg, MD., GXS provides sales and support to businesses and their partners worldwide. For more information about GXS visit www.gxs.com.



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