



Corporate Overview

EXTEND SUPPLY NETWORKS | OPTIMIZE PRODUCT LAUNCHES | AUTOMATE WAREHOUSE RECEIVING
GAIN SUPPLY CHAIN VISIBILITY | MANAGE PAYMENTS AND CASH



Unlock the Potential of Your Extended Enterprise



GXS FAST FACTS

- Headquarters:
Gaithersburg, MD USA
- Employees: 1800+
- Founded: 1967
- President & CEO:
Bob Segert
- Enterprise customers:
70% of Fortune 500
- Small and medium
business customers:
Over 30,000
- Global presence with
operations or partners in
50 countries
- Primary data centers in the
US and the Netherlands
- Focus on Automotive,
Consumer Goods,
Financial Services,
High Tech and Retail
- Over four billion transac-
tions processed each year
through GXS networks

As B2B e-commerce becomes increasingly strategic, the complexity of integrating and collaborating with business partners grows exponentially.

Over the past decade, businesses have invested heavily in internally-focused business systems. Today, businesses are extending their enterprise investments by strategically sharing processes with partners to gain competitive advantage. Through the automation of an entire value chain, companies are streamlining cross-enterprise processes, such as price and promotions, global logistics and electronic payments, resulting in greater agility, responsiveness and profitability.

Although integrating diverse businesses is key to building a successful extended enterprise, the complexities can be daunting. The variety of communications protocols and standards continues to increase. Data structures and data transformation are becoming more sophisticated. Globalization is introducing new trading partners from regions around the world with different local business processes and varying degrees of experience with e-commerce.

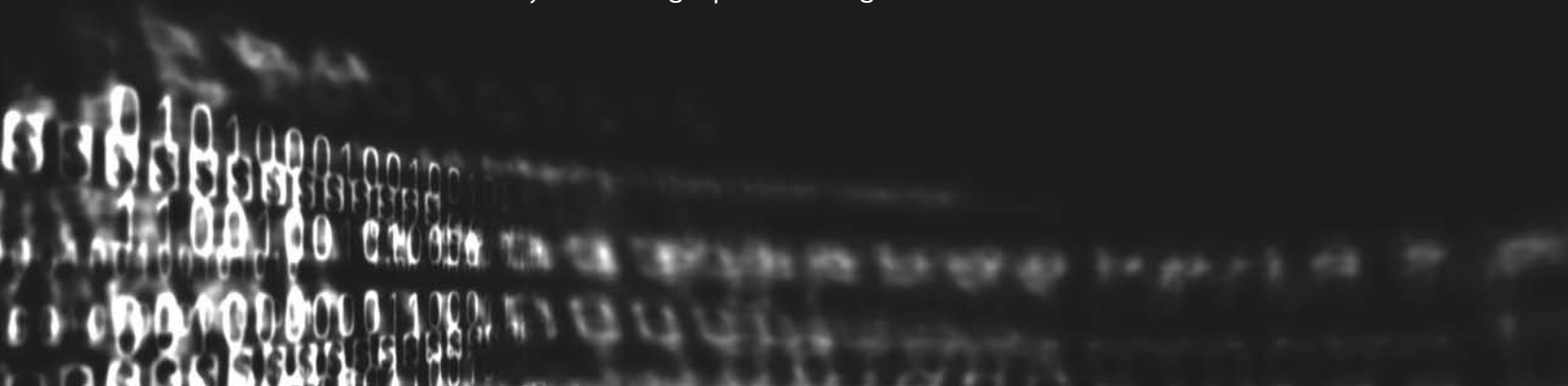
To unlock the potential of B2B e-commerce and build a successful global extended enterprise, businesses need a partner with innovative and adaptive solutions, broad skills and capabilities, and global reach.

GXS has the capabilities, solutions and reach to effectively build and manage your extended enterprise and automate your entire supply chain.

Backed by over 40 years of experience, a superior global infrastructure and a broad portfolio of innovative solutions, GXS helps organizations unlock the potential of their extended enterprise. Today's solutions, including extending supply networks, optimizing product launches and automating warehouse receiving, demonstrate a continuing commitment to leadership.

With GXS, you can confidently select the solution that is right for you and rest assured that our goal matches your goal of No Trading Partner Left Behind.

GXS—your strategic partner for global B2B e-commerce.



GXS Philosophy

GXS offers solutions that simplify and enhance business process integration and collaboration. Organizations worldwide use GXS Trading Grid® to integrate with their community of corporate customers, supplier partners, financial institutions, logistics providers and government agencies.

No Trading Partner Left Behind

The success of your e-commerce program depends upon achieving maximum levels of participation from your trading partner community. GXS enables companies to participate in e-commerce initiatives regardless of their size, location, language, budget or technical expertise. Our services are designed to leverage existing IT investments and minimize disruption to current business processes.

Our ability to service all sizes and types of businesses is a key success factor in achieving full community participation and why our goal is simply No Trading Partner Left Behind.

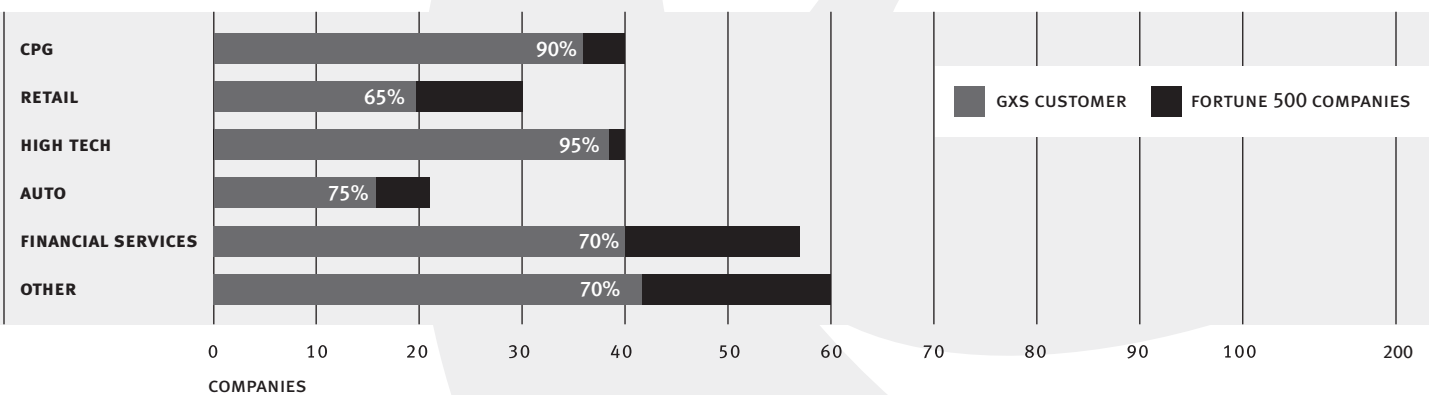
Cross-Enterprise Business Processes

Fewer and fewer companies manage the entire manufacturing process from raw material to finished product. Instead, the manufacturing process is distributed across the supply chain with different manufacturers owning the raw material, component, assembly and finished product aspects of the process.

As a result, an increasing number of business processes are becoming cross-enterprise, including product design, development, manufacturing, and post-sales service and support. Even planning functions such as promotions, forecasting and marketing are becoming increasingly collaborative. GXS on-demand services streamline these cross-enterprise business processes by simplifying the ability to market, plan, order, manufacture, transport, settle and service across corporate boundaries. With on-demand services, you get maximum flexibility and economies of scale from a high-performance hosted solution.

Deep Relationships in Key Industries

B2B for over 70% of the Fortune 500





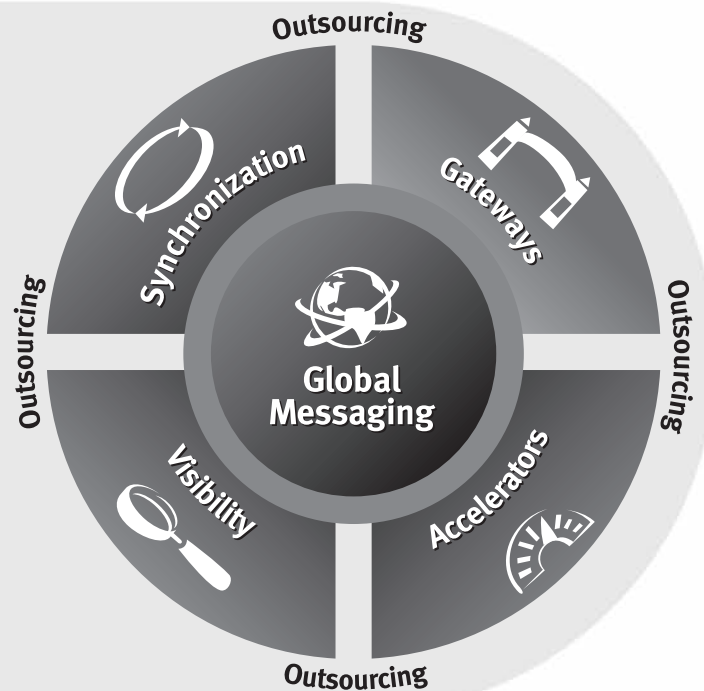
GXS Trading Grid® Generates Higher Returns

GXS enables you to choose the solution you need today to enable B2B e-commerce. GXS Trading Grid offers high-performance hosted services. You get competitive advantage and scalability—without the capital investment in software and infrastructure.

With Trading Grid, GXS provides a foundation on which communities can construct an end-to-end collaborative solution suited to their requirements.

“The GXS Trading Grid is designed to capture market share as the demand for improved trading partner community performance increases... the rising demand for on-demand technologies and outsourcing should play in GXS’s favor.”

—AMR RESEARCH



GXS Trading Grid®

THE LEADER IN B2B MANAGED SERVICES

- 20 Years of Experience
- 200 Customers in Production
- 30,000 Maps Under Management
- 9,000 Web Forms Users
- 50 GB of File Transfer Annually

Global Messaging

GXS can deliver electronic documents from you to your trading partners—regardless of their size, location or level of e-commerce sophistication. Electronic transaction documents include purchase orders, electronic invoices, payment instructions, shipment notices, sales forecasts and inventory positions. GXS ensures that these electronic documents are delivered securely and reliably anywhere throughout the world. GXS supports a wide range of protocols ranging from traditional EDI VAN standards to emerging Internet-based frameworks such as Secure File Transfer Protocol (S/FTP), Internet EDI (AS2) and Web Services.

Gateways

GXS Gateway products are behind-the-firewall software applications that connect systems so they can exchange information without human intervention. Designed to extract data from enterprise applications such as SAP and Oracle, Gateways gather internal information and share it with your external business partners. Featuring a high-performance translator, Gateways allow you to rapidly map data from virtually any source to any destination and perform high-speed EDI/XML translations.

Accelerators

Accelerators support B2B e-commerce needs from entry-level services for small businesses to more robust products designed for fast-growing, medium-sized businesses. Products created for smaller organizations include easy-to-use web forms that allow you to create and manage electronic documents. GXS also offers shipping and labeling solutions to create Advanced Ship Notices (ASNs) and barcode labels. More robust products include accounting package integration that automatically integrates EDI documents into popular applications from Sage, Epicor, Intuit or Microsoft.

Visibility

Visibility products enable you to monitor order, logistics, inventory and payment activities in your value chain. GXS Visibility products detect critical supply signals such as shipment or manufacturing delays, and demand signals such as a sudden increase in sales, out-of-stock situations or a shortage of in-store inventory. Track and trace capabilities enable you to determine whether an order has been acknowledged, shipped, received, invoiced or paid. Inventory monitoring services detect out-of-stock situations and then provide updated details on goods in-transit or on-order. Monitoring for critical events enables you to proactively respond to changes in your supply chain—avoiding costly out-of-stocks and order delays.

Synchronization

GXS Synchronization products enable companies to manage and exchange product data. With Synchronization products, retailers and their manufacturers can accurately share information related to marketing, packaging, promotion, pricing, trade, taxation and regulations. GXS offers Product Information Management (PIM) applications that manage product data within an individual enterprise and feature a database repository to store hundreds of product attributes. Through partnerships with GS1 organizations across the entire world, GXS offers Global Data Synchronization services which enable the exchange of product data between supply chain partners.

Outsourcing

GXS Managed Services enable you to outsource the management of your global B2B program to GXS. Your B2B infrastructure will be hosted in one of our data centers. Our staff will perform the day-to-day management of your B2B program including technical operations, data mapping, program management and customer support.

GXS Community Link services provide global trading partner enablement and management. GXS will proactively contact your trading partners to educate them on the benefits of e-commerce, ensuring maximum participation in your B2B program. Community Link services include implementation, testing and other technical support for each trading partner.

GXS Partner Program

When companies partner with GXS, the leader in B2B, they get more than great solutions. They get a partner dedicated to helping them expand their business, grow their skills and reward their results. To GXS, partners are one of the most important global go-to-market strategies. Through the GXS partnering program we seek to establish meaningful relationships with leading Technology Providers, Independent Software Vendors (ISVs), Value-Added Resellers (VARs) and Systems Integrators. Together we develop, market, sell and deliver the most comprehensive B2B solutions worldwide.

GXS STANDARDS AND STRATEGIC INDUSTRY MEMBERSHIPS

- Voluntary Interindustry Commerce Standards Association (VICS)
- RosettaNet
- National Retail Federation (NRF)
- Automotive Industry Action Group (AIAG)
- EDIFICE
- Electronics Industry Data Exchange (EIDX)
- Data Interchange Standards Association (DISA)
- Open Applications Group (OAGi)
- National Automated Clearing House Association (NACHA)
- ODETTE
- 1SYNC Solution Partner
- PapiNet
- American National Standards Institute (ANSI)
- Computing Technology Industry Association (CompTIA)
- Internet Engineering Task Force (IETF)
- World Wide Web Consortium (W3C)
- Business for Social Responsibility (BSR)
- Environmental Defense Fund (EDF)
- Climate Leaders (US Environmental Protection Agency)
- SWIFT

GXS WON THE START IT POWER OF PARTNERSHIPS AWARD IN 2007 FOR ITS ALLIANCE WITH MICROSOFT

Increase Productivity. Improve Inventory. Reduce Costs.

“We selected GXS over competing vendors because of their wide-reaching global presence and deep supply chain expertise.”

— BSTEEL (B2B SERVICES DIVISION OF CHINA'S LARGEST STEEL MANUFACTURER—BAO STEEL)

Solutions

GXS Trading Grid® services can be combined to solve a number of business problems in your supply chain. GXS Solutions enable your company to:

- **Extend Supply Networks**—Whether you are sourcing locally or from emerging markets such as China and India, GXS can enable your trading partners to exchange supply chain data electronically.
- **Optimize Product Launches**—Accelerate time to market for products being launched into the retail supply chain. Then monitor sales success and optimize replenishment cycles after the launch.
- **Enhance Warehouse Receiving**—Reduce inventories and enable cross-docking processes with advanced shipment notifications from suppliers. Minimize receiving errors by ensuring all inbound materials are labeled with standardized barcodes.
- **Gain Supply Chain Visibility**—Track and trace all inbound materials through the procure-to-pay cycle. Provide both buyers and suppliers a real-time view of order fulfillment, shipment location and payment status.
- **Manage Payments and Cash Flow**—Integrate commercial banking applications and corporate ERP systems for seamless exchange of treasury and cash management information such as payables, receivables and account statements.

Specific Challenges. Specific Solutions.

RETAIL AND CONSUMER PRODUCTS

Retailers can use Product Information Management (PIM) on GXS Trading Grid to manage item attribute data and synchronize catalogs with distributors. Price and trade promotions management improves the accuracy of invoicing processes. Retailers and manufacturers can share demand data such as point-of-sale and inventory positions to collaborate on supply chain activities.

INDUSTRIES:	General merchandise, department store, apparel, DIY, grocery, food, health and beauty
CLIENTS:	<ul style="list-style-type: none"> • Nearly 65% of the Fortune 500 retail companies • Nearly 90% of the Fortune 500 CPG companies
STANDARDS PARTICIPATION:	VICS, PCATS, GS1

HIGH TECH MANUFACTURING

High tech original equipment manufacturers (OEMs) and component suppliers use Trading Grid to exchange forecast, inventory, logistics and payment transactions with suppliers. GXS Trading Grid can help you orchestrate an increasingly complex global network of contract manufacturers, customs agencies, logistic providers and local distributors.

INDUSTRIES:	Computer and systems, telecom and networking, distributors, equipment and electrical components
CLIENTS:	<ul style="list-style-type: none"> • Nearly 95% of the Fortune 500 high tech manufacturers • 8 of the top 10 semiconductor manufacturers
STANDARDS PARTICIPATION:	EDIFICE, EIDX , RosettaNet, OAGi

AUTOMOTIVE


Automotive dealers, OEMs, suppliers and aftermarket retailers can use GXS Trading Grid to integrate with their supply chain community. The Grid can be utilized for a wide range of business processes including logistics, materials management and services parts management.

INDUSTRIES:	OEMs, Tier 1-N suppliers, aftermarket retail and suppliers
CLIENTS:	<ul style="list-style-type: none"> • Nearly 75% of Fortune 500 OEMs • 80% of Top 10 Global OEMs • 70% of Top 100 Suppliers
STANDARDS PARTICIPATION:	Automotive Industry Action Group (AIAG), ODETTE

FINANCIAL SERVICES

Financial institutions can use GXS services to integrate with their corporate client's ERP systems. Cash Management clients can upload electronic payment instructions and download accounts statements. Supply Chain Finance customers can send copies of commercial invoices, transportation documents and purchase orders via GXS. GXS can accelerate time to revenue for client implementations and enhance the competitiveness of current service offerings.

INDUSTRIES:	Banking, property & casualty insurance
CLIENTS:	<ul style="list-style-type: none"> • Over 250 of the world's largest financial institutions • 90% of Fortune 500 banks and savings and loan institutions
STANDARDS PARTICIPATION:	<ul style="list-style-type: none"> • National Automated Clearing House Association (NACHA) • SWIFT



GXS developed an electronic payment instructions and cash flow visibility application for leading automotive OEM

GXS developed a collaborative demand planning application for leading UK retailer

GXS powers a pan-European service parts tracking and logistics system for a leading 3PL provider

GXS powers a logistics visibility solution for a leading consumer electronics brand to enable tracking of HDTV shipments from Central Europe

GXS powers an e-commerce exchange for Italy's pharmaceutical market

GXS developed an electronic health care exchange for China's fast growing pharmaceutical and medical-surgical products industry

GXS developed a regional data pool for thirteen countries in the Middle East, Africa and the Mediterranean

GXS developed a B2B e-commerce hub for an alcoholic beverage brand and its three tier distribution network

GXS powers an international trade gateway and export management system for an emerging Southeast Asian nation

GXS powers electronic order, invoicing and data synchronization services for a leading Australian retailer

Why Choose GXS?

With a strong footprint in the international e-commerce hubs throughout Europe, North America and the Asia Pacific region, GXS and GXS Trading Grid® are the world's only truly global B2B e-commerce provider and network.

We offer specific solutions for specific challenges and specific industries. But our products and services are not disconnected or unrelated point solutions. Instead, with GXS Trading Grid, we offer a comprehensive, scalable solution that enables you and your trading partners to select the right solution at the right time—confident that as your e-commerce requirements and experience evolve, GXS will continue to meet your needs.



A LEADING B2B INTEGRATION SERVICE PROVIDER

- Unparalleled global reach and capacity
- Trading Grid integration service platform
- Deep vertical and business process expertise
- A leader in global data synchronization and product information management
- Strong community ramping processes and expertise

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ADDITIONAL GXS OFFICES

AMERICAS

- Canada
- Brazil
- Mexico

EUROPE

- Austria
- Belgium
- France
- Germany
- Italy
- Switzerland
- The Netherlands

ASIA

- China
- India
- Japan
- Philippines
- Singapore
- South Korea
- Thailand

AUSTRALASIA

- Australia
- New Zealand



About GXS

GXS is a leading global provider of B2B e-commerce solutions that simplify and enhance business process integration and collaboration among trading partners. Organizations worldwide, including more than 70 percent of the Fortune 500, leverage the on-demand services on GXS Trading Grid® to extend supply chain networks, optimize product launches, automate warehouse receiving, manage electronic payments and gain supply chain visibility. GXS Managed Services, GXS' B2B outsourcing solution, empowers customers with the expertise, technical infrastructure and program support to conduct B2B e-commerce with trading partners globally. Based in Gaithersburg, Md., GXS has an extensive global network and has local offices in the Americas, Europe and Asia-Pacific regions. GXS can be found on the Web at www.gxs.com.