

Simplify and Streamline Your B2B Network Management

GXS Global Network Consolidation Solution

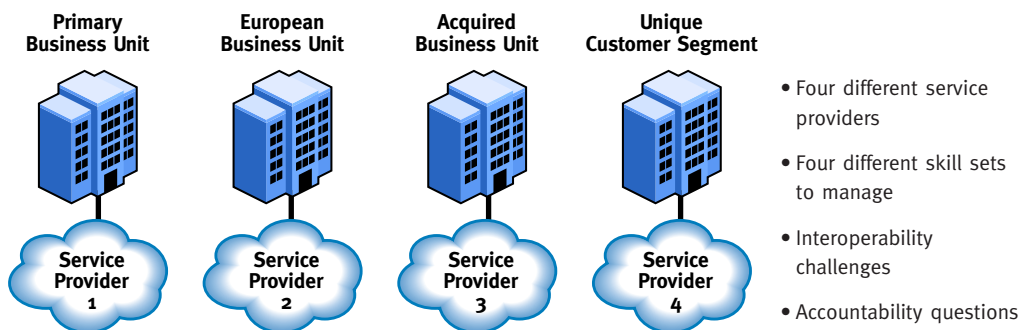
Due to increased competition and economies of scale, the cost of telecommunications is dramatically lower now than it was even a decade ago. Despite declining market prices however, many companies struggle to minimize costs and manage their networks. These challenges may result from factors such as:

- **Decentralized purchasing.** Organizations that empower regional or business-unit leaders may make independent decisions about network providers.
- **Mergers and acquisitions.** Combining companies often results in a multiplicity of vendors performing similar functions.

As a result of these and other factors, a single corporation may find itself managing a combination of business-to-business (B2B) vendors in various regions or across product lines.

To help you streamline network management and reduce B2B transaction costs, GXS created the Global Network Consolidation Solution. GXS works with organizations to centralize operations, standardize procedures and minimize costs. With its significant global presence, GXS is able to consolidate all of a company's business operations around the world. The GXS Global Network Consolidation Solution offers a programmatic approach to obtaining maximum value from a single, global B2B network.

Fragmented Networks Increase Management Challenges and Cost



The GXS Global Network Consolidation Solution minimizes the impact to business processes and trading communities. GXS supports all major networking and communications protocols, including FTP, AS2, RosettaNet (RNIF) and



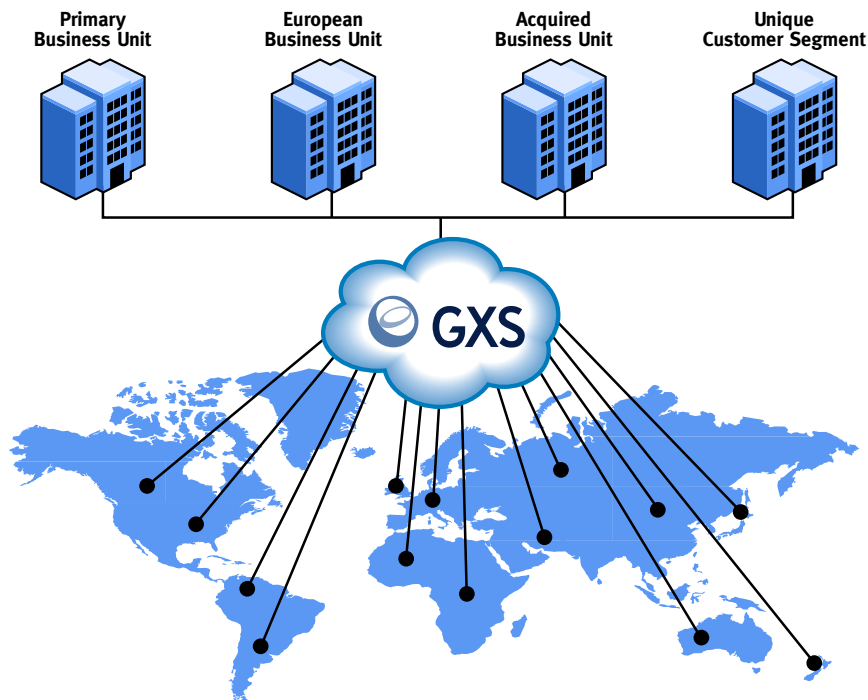
legacy technologies such as bisynchronous modems. The Global Network Consolidation Solution supports all major industry document standards, including XML, ANSI EDI and EDIFACT. In addition, GXS offers a suite of translation and integration services to extract and map information from SAP, Oracle or PeopleSoft systems. Serving the needs of large and small enterprises jointly and distinctly, GXS also supports the needs of smaller companies with translation and integration services for Microsoft Great Plains, Intuit QuickBooks and Peachtree accounting systems.

Benefits of Consolidation

Consolidating B2B traffic on the GXS network offers a number of advantages:

- **A Single Global Provider**—Supply chains have become increasingly global in recent years. Even if companies only operate in a particular geographic region, their supplier community is probably distributed globally. GXS has a broader global footprint than any of our peers in the industry. Chances are GXS is located where your international suppliers are based; importantly, GXS is particularly strong in the emerging manufacturing hubs throughout China and Southeast Asia.

A Consolidated B2B Network Offers Management Simplicity and Reduced Costs



- **Lower Internal Costs**—Importantly, consolidation lowers a company's internal costs, since the overhead associated with managing multiple vendors is reduced. Fewer maps, access points and document types result in a simplified architecture that is easier to manage. And, consolidation leads to better visibility across your operations. Access to worldwide reporting on transaction volumes, trading partner participation and error trends is easy to obtain.

GXS IN ASIA

- Asia headquarters and major data center in Hong Kong
- Asia-Pacific business units founded in 1967; over 500 employees in Asia-Pacific today
- GXS presence throughout ASPAC helps enterprises expand into new markets
- Web of distributors throughout the Pacific Rim
- Customer support available in nine Asian languages
- Relationships with local governments:
 - International Trade Gateways built for the Governments of Thailand, Cambodia, Philippines and Sri Lanka
 - eAuto Hub for China Enterprise Communications Limited
 - e-Hub for ChinaECNet and China's Ministry of Information Industry (MII)

- **Higher-Quality Service**—Consolidated, single-vendor networks are simpler to maintain and manage than distributed, multi-vendor configurations. As a result, availability, performance and quality-of-service improvements are easy to achieve. Concentrating buying power with a single vendor leads to a more strategic relationship. Fringe benefits often include open communications channels with the executive team, priority support from the most talented personnel and preferred access to customer feedback councils.

Features of the GXS Global Network Consolidation Solution

GXS offers a complete solution for network consolidation that includes worldwide transaction delivery, localized support, community migration, map consolidation and flexible contract terms. GXS has the only B2B network that can provide a truly global consolidation. Many of our competitors focus on a single region, such as the United States, Europe or Asia. In contrast, GXS has a presence on six continents.

- **Global Presence**—Many companies leverage GXS for all of their B2B communications worldwide. Companies can connect through the Internet via our regional access points in Europe, Asia and the Americas. If a business prefers a private connection, it can connect directly to the GXS Messaging Exchange using a local point of presence. Additionally, GXS has complementary service-delivery capabilities throughout the Americas, Asia-Pacific and Europe.
- **Technical Support**—GXS offers two models for technical support. Businesses can utilize a single point of contact worldwide for all B2B network needs, or GXS can provide multiple contact points for localized, in-language and in-country support. GXS services customers on six continents today.
- **Migration and Implementation**—GXS offers a complete set of program management services to accompany a business network migration. A program manager collaborates with the client to identify document flows, key milestones and change management procedures. GXS also manages communications and the on-boarding of trading partners. Regular status reports provide updates on conversion status, critical issues and program changes.
- **Map Consolidation**—Network consolidation is an opportune time to reduce the number of document maps maintained by your organization. GXS has extensive experience working with clients to reduce the complexity, size and number of document maps. Map consolidation reduces both the level of maintenance required and the opportunity for error. GXS can manage the map migration schedules with your EDI team and those of your trading partners.
- **Specialized Pricing and Contracts**—Consolidating B2B traffic onto a single network provider enables businesses to maximize spend with one vendor. GXS offers custom pricing for high transaction volumes, and several models for community enablement are available. Some businesses prefer to share the costs of enablement with their suppliers, while others opt to have the community fund the bulk of the program. GXS offers pricing models for both scenarios.

GXS GLOBAL BUSINESS OPERATIONS:

- Australia
- Belgium
- Brazil
- Canada
- China
- France
- India
- Indonesia
- Ireland
- Italy
- Germany
- Japan
- Korea
- Liechtenstein
- Luxembourg
- Malaysia
- Mexico
- Monaco
- Netherlands
- New Zealand
- Scandinavia
- Singapore
- Switzerland
- Taiwan
- United Kingdom
- United States

LANGUAGES SUPPORTED:

- English
- Mandarin
- Cantonese
- Hindi
- Marathi
- Japanese
- Korean
- Malay
- Thai
- Spanish
- Portuguese
- French (also French Canadian)
- Dutch
- German
- Italian
- Russian
- Hebrew
- Arabic
- Polish

Complete Suite of B2B Solutions

Network consolidation is just one of many GXS solutions for streamlined B2B e-commerce. The GXS Network Consolidation Solution combined with Enterprise Gateway, Managed Services program outsourcing, Community LinkSM global community enablement or other solutions can yield additional efficiencies.

Enterprise Gateway

Enterprise Gateway from GXS is a B2B gateway solution designed for large companies seeking efficiency gains in their demand chain and communications with trading communities. Most large companies need to effectively communicate with thousands of trading partners at any given time. In addition, as companies experience growth, the number and complexity of IT environments and trading-partner communications increase exponentially.

Unfortunately, many communications with trading partners, or even communications among different divisions of the same company, occur through differing routes and protocols. This can cause major supply-chain inefficiencies leading to significant losses in company time and resources. GXS's B2B gateway resolves these issues by providing a single gateway to handle messaging among your company's external business partners and across internal applications, regardless of data format. Not only does this cut costs, but it also eliminates inefficiencies in your supply chain and simplifies the management of your IT environment. In turn, you gain visibility into the dynamics of your supply chain so that you can benefit from the actionable knowledge that gives your company an invaluable competitive advantage.

Managed Services

Achieving business success is difficult enough without the constant concern of configuring, monitoring and managing your e-commerce network. GXS Managed Services give your company a competitive advantage in the marketplace by allowing you to focus on what your company does best—without the resource drain and distractions associated with running an e-commerce infrastructure. GXS Managed Services provide you with technical and support solutions to help you quickly and securely meet your business goals.

GXS Managed Services can manage your B2B program for you. Running on Trading Grid, Managed Services supports all popular standards, including EDI (ANSI and EDIFACT), Internet EDI (AS2), RosettaNet and XML. GXS performs all day-to-day management of

CASE STUDY IN GLOBAL NETWORK CONSOLIDATION:

Leading Server and Storage Original Equipment Manufacturer

- Consolidated three B2B network providers across Europe, Asia and North America
- Eliminated duplication of effort through centralization of B2B infrastructure
- Created single transaction management service worldwide
- Created consistent global SLA, protocol and document support

Return on Investment:

- 20% reduction in network costs
- 10% cost reduction in operations and support
- 20% operations improvement

MULTI-PHASED APPROACH MEETS YOUR GROWING REQUIREMENTS

The foundation is to consolidate all of your B2B traffic; the second phase is to consolidate your gateways; the third phase is to outsource day-to-day infrastructure management.



your technical infrastructure, including systems health monitoring, data backup, network management, systems administration, database management and application support. Our professionals manage all data-mapping and translation tasks, perform change management and issue resolution with your community and proactively troubleshoot and reprocess document errors through GXS Trading Grid.

Global Community Enablement

GXS Community Link, GXS's global community enablement solution, offers best-in-class community management through global trading partner ramping, technical support and change management. GXS Community Link provides trading partner on-boarding, supplier education and communication, connectivity and document testing, program management and status reporting. With over 35 years of experience ramping and managing trading communities, GXS has developed best practices for community collaboration, education, testing and support—helping to ensure that No Trading Partner is Left Behind. No matter where they are located, even the smallest suppliers can become e-commerce enabled through GXS Trading GridSM which offers EDI-to-fax services, web forms, small and medium-sized business (SMB) accounting package integration and machine-to-machine EDI or XML.

Leverage GXS as your Strategic Supplier for B2B Programs Worldwide

When you select GXS as your network consolidation solutions provider, you partner with a company that can serve as your global B2B infrastructure partner. With operations in 30 countries plus a web of distributors in Eastern Europe, Middle East, Africa and South America, GXS can consolidate, standardize and centralize your B2B operations worldwide. With technical support in 20 languages and over 40 percent of revenues generated outside the United States, GXS has the only B2B network that can provide a truly global consolidation for your organization.

About GXS

GXS is a leading global provider of B2B e-commerce solutions that simplify and enhance business process integration and collaboration. Organizations worldwide, including more than 75 percent of the Fortune 500, leverage the GXS Trading GridSM to achieve balance between supply and demand. Active in the global standards, GXS offers solutions that enable customers both large and small, to connect with global partners, synchronize product information, optimize inventory levels and demand forecasts, and accelerate the execution of supply chains. Headquartered in Gaithersburg, MD., GXS provides sales and support to businesses and their partners worldwide. For more information visit our web site at www.gxs.com.



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CUSTOMER SUCCESSES:

- **Mid-market US-based manufacturer**
 - Problem: Grow revenue and improve order planning process with suppliers in Asia
 - Solution: GXS ramped suppliers in seven Asian countries to streamline manufacturer's operations
- **Leading retailer**
 - Problem: Gain global visibility into order-to-cash processes across disparate supplier categories
 - Solution: GXS provided the people, processes and technology to empower suppliers with real-time tools for enablement, visibility and process integration
- **Global automotive company**
 - Problem: Remove paper-based transactions among diverse base of SMB suppliers
 - Solution: Community Link moved 5,000 SMB suppliers from paper to EDI

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