

Information Management for Your Supply Chain

GXS ActiveSM Community

Today, many businesses are making progress in the journey toward achieving 100% participation of their suppliers or vendors in the electronic exchange of business documents such as purchase orders and invoices. However, most continue to struggle to collaborate effectively with these business partners throughout the entire partner lifecycle. Contact and credential management, new supplier or vendor registration, partner on-boarding, dispute resolution, risk management and many other B2B processes are executed using manual, resource-intensive methods including numerous emails, faxes and phone calls. Gartner Research estimates that companies typically spend up to \$1,000 per supplier per year in supplier management costs*.

GXS enables you to automate your people network as well as your data network and achieve a 100% online community. You can create, update and approve business partner contacts, credentials, agreements, certificates of liability, product information and other documentation; streamline your process to get products to market faster; and achieve a 40-60% reduction in on-boarding times and costs for your B2B e-commerce initiatives.

Key Features

GXS helps you to dramatically reduce supply chain information management costs and improve B2B processes with these key features:

- **Comprehensive Supplier Directory**—A single, centralised repository contains rich extensible attributes about your supplier companies and contacts. It is accessible by internal and external parties according to user-defined permission levels. You define the specific type of supplier information that you need to collect and maintain including both corporate-level data (products, technical capabilities, compliance status) and content-level data (names, emails, photo, skills, roles, responsibilities). Initial data can be uploaded en masse from your current spreadsheet or other files and subsequently maintained by your suppliers.
- **Automated Supplier Registration**—Finding new suppliers and qualifying them for your business is often very slow and error-prone. The registration service option enables your new suppliers to directly build an online visual resume of their company capabilities and product offerings. This is done under the control of an automated workflow process that you have configured for multi-party approvals and notifications.
- **Self-Service Supplier Profile Maintenance**—Your suppliers can maintain their own information, thus ensuring that the data is always current. Suppliers can upload contracts, insurance certificates and other key documents directly to their profiles as allowed by the permissions you establish. This saves your resources from having to obtain up-to-date supplier information prior to beginning any B2B initiative.



KEY BENEFITS

- Reduction in supplier onboarding times by 60%
- Reduction in supplier management costs by \$800/year/trading partner
- Reduction in risk with supplier-maintained information

“Typical [supplier management] costs can range from \$585 to just under \$1000 per supplier. We believe that supply chain management executives have an opportunity to reduce their per supplier management costs by up to a whopping \$848 per supplier.”

— GARTNER RESEARCH NOTE G00180272, “AN ECONOMIC DREAM: SUPPLIER INFORMATION TECHNOLOGY’S MASSIVE COST-SAVING OPPORTUNITY,” 14 MAY 2009

* Source: Gartner Research Note G00180272, “An Economic Dream: Supplier Information Technology’s Massive Cost-Saving Opportunity,” 14 May 2009

- **Powerful Tagging and Searching**—In preparation for a new project, you can quickly retrieve the subset of suppliers to whom you need to send a communication or obtain information and updated status. Examples of such retrievals include, “all suppliers who can receive an electronic purchase order in the EDI 4010 standard,” and “all suppliers that are CPSIA-compliant.” You can then tag such subsets for re-use. Advanced searching allows queries of companies and contacts including searches against extended attributes and credentials on the profile.
- **Mass Communications and Monitoring**—You can send targeted, personalised messages to large audiences of suppliers at once, and easily create surveys or other web forms for inclusion. An audit trail of supplier progress through assigned tasks enables you to obtain real-time progress updates via reports and dashboards. Audit trails of adherence to critical requests and reminder capabilities allow effective management of large scale B2B initiatives.
- **Project Management**—The combination of streamlined supplier selection, online surveys, and customisable project templates and workflow rules enables you to define and execute community-based projects in an automated fashion. Examples of projects include rolling out an EDI compliance program for advance ship notices (ASNs), regulatory reporting, ensuring consumer product safety certificates are uploaded, policy and procedure updates and system migrations.

Benefits

Automation of supplier information management tasks results in important benefits such as:

- **Dramatically Lower Costs**—Reduce the resource-intensive effort to run large B2B projects, and delegate the responsibility for supplier profile maintenance to your suppliers. You can save as much as \$800/year/trading partner.
- **Speed Time to Market**—Streamline the process of gathering trading partner credentials, automate repeatable onboarding processes and more quickly certify trading partners for business.
- **Eliminate Risk**—Ensure that suppliers maintain the financial health and diversity information necessary to sustain the business in a challenging economy.



About GXS

GXS is a leading B2B integration services provider and operates the world's largest integration cloud, GXS Trading Grid®. Our software and services help more than 400,000 businesses, including two-thirds of the Fortune 500 and 22 of the top 25 supply chains, extend their partner networks, automate receiving processes, manage electronic payments, and improve supply chain visibility. GXS Managed Services, our unique approach to improving B2B integration operations, combines GXS Trading Grid® with our process orchestration services and global team to manage a company's multi-enterprise processes. Based in Gaithersburg, Maryland, GXS has direct operations in 20 countries, employing more than 2,400 professionals. To learn more, see <http://www.gxs.co.uk>, read our blog at <http://www.gxsblogs.com>, follow us on Twitter at <http://twitter.com/gxs> and join us on LinkedIn at <http://www.linkedin.com/company/gxs>. You can also access our public filings with the Securities and Exchange Commission at <http://www.sec.gov/edgar.shtml>.

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