

# Microsoft® BizTalk Server 2006 R2 & GXS Trading Grid®

**The Complete Business Integration Solution—Software+Service B2B**

In today's rapidly expanding global marketplace, a company's ability to conduct business electronically can bring significant and tangible business results. Connecting your critical business systems in real time with those of your customers and suppliers can significantly reduce costs, improve customer service, increase sales and grow your profit margin.

Does your organization face one or all of the challenges below:

- Do you waste time and valuable resources tracking lost orders?
- Do you have poor visibility into when and how your customers accept and pay against your invoice?
- Is your ability to meet new business requirements limited by use of a legacy system or point integrations with individual customers?
- Does your staff spend too much time managing multiple customer conditions of trade?

Companies have improved internal processes such as accounting, production planning and human capital management by investing in systems that integrate internal business processes. However many critical business-to-business (B2B) processes, such as forecasting, ordering, shipments and payments, are not integrated and are conducted by phone, fax or email. Inefficient manual B2B processes drain staff-hours, and directly impact your organization's ability to serve customers responsively.

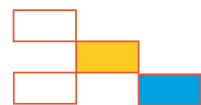
The new release of Microsoft BizTalk Server 2006 R2 combined with GXS Trading Grid—GXS's secure, scalable and high-performance B2B integration platform—is the global solution that addresses all of the challenges. By combining best-in-class deployed software with the world's leading hosted integration service companies can achieve new levels of business performance. Microsoft BizTalk Server 2006 R2 includes new EDI, RFID and B2B capabilities, enabling companies to operate one platform for all internal and external business integration requirements. To fast-start your B2B integration, Microsoft recommends the GXS Trading Grid.

This "Software+Service" solution—Microsoft BizTalk Server 2006 R2 and GXS Trading Grid—connects customers to your critical decision-making systems so they can easily place an order in minutes versus hours or days. With BizTalk Server your organization can confidently commit shipment dates to customers and know that the goods will arrive on time. Your invoices will be processed automatically, giving you greater ability to manage cash flow. BizTalk Server enables you to eliminate manual processes, integrate business systems and increase business performance.



**GXS TRADING GRID IS THE  
MICROSOFT RECOMMENDED  
GLOBAL B2B NETWORK  
FOR BIZTALK SERVER**

- Operations in 18 Countries in Europe, Asia, and Americas
- Serves 75% of Fortune 500
- Serves 35,000+ Small and Medium-Sized Businesses
- 40 years of Experience



**Microsoft  
BizTalk  
Server**

**MICROSOFT BIZTALK  
SERVER IS A COMPLETE  
INTEGRATION SOLUTION,  
INCLUDING:**

- B2B Integration
- Business Activity Monitoring
- Business Process Management

## Solution Overview

GXS and Microsoft have collaborated to offer you a simplified way to integrate with one or thousands of your trading partners instantly. The solution is built on the market-leading Microsoft BizTalk Server 2006 R2 platform and is capable of integrating in real time with your critical decision-making systems. The GXS Trading Grid for BizTalk Server provides a fully integrated connection to GXS Trading Grid—providing instant access to the world's largest trading community—to connect you with all your trading partners and significantly improve your business performance.

BizTalk Server and the Grid is a truly unique offering in the market that gives you the ability to:

- **Meet Current and Future Customer Requirements**—Can you support the next data format or communication protocol required by your customers? GXS can help. The GXS Trading Grid is a cutting edge business platform that is continuously updated to support a broad range of B2B formats, protocols and standards. The GXS Trading Grid for BizTalk Server ensures you will always be able to support new customer requirements.
- **Reach Any Trading Partner in the World**—The GXS Trading Grid for BizTalk Server gives you seamless integration to over 35,000 companies already connected to the GXS Trading Grid worldwide. The Grid is the only global B2B integration platform that can support trading partners in every major economic market in the world from Asia Pacific to Latin America.
- **Connect with Diverse Trading Partners**—GXS Trading Grid gives your trading partners access to a variety of B2B trading capabilities, including web forms, online data translation, accounting package integration adapters, and direct ERP integration tools. This gives you B2B integration with any trading partner in world, no matter their size, location, language or technical capabilities.

GXS Trading Grid is a unique global integration platform that enables and streamlines cross-enterprise business processes. With extreme flexibility and a service-oriented, business-to-business e-commerce platform, the Grid helps companies automate global trading communities by shielding changing standards, eliminating manual and duplicative efforts and enabling a new level of process integration and business intelligence.



Meet current and future trading partner requirements including data format and communication protocols with GXS Trading Grid for BizTalk Server.

This best-of-breed solution from Microsoft and GXS provides your organization with:

- **Reduced Cost of Operations**—BizTalk Server automates trading partner relationships and removes manual processes that drain resources and may introduce errors.
- **Improved Customer Service**—Through integration with internal applications, key customers, suppliers and other trading partners, this solution differentiates your supply chain, increasing sales and improving overall trading partner responsiveness.

- **Increased Business Results**—By consolidating on a single global integration platform and removing expensive legacy systems, your organization simplifies operations and increases profit margins.
- **Improve Efficiency**—BizTalk Server seamlessly connects applications, employees, customers and trading partners so data can be consolidated and analyzed in real time providing improved efficiency and enhanced business decisions.
- **Ease of Use**—BizTalk Server fits easily into your existing IT environment and is simple to deploy and use-so your organization will be up and running quickly.
- **Best Value**—With a single, cost efficient integration platform, your organization will enjoy increased ROI.

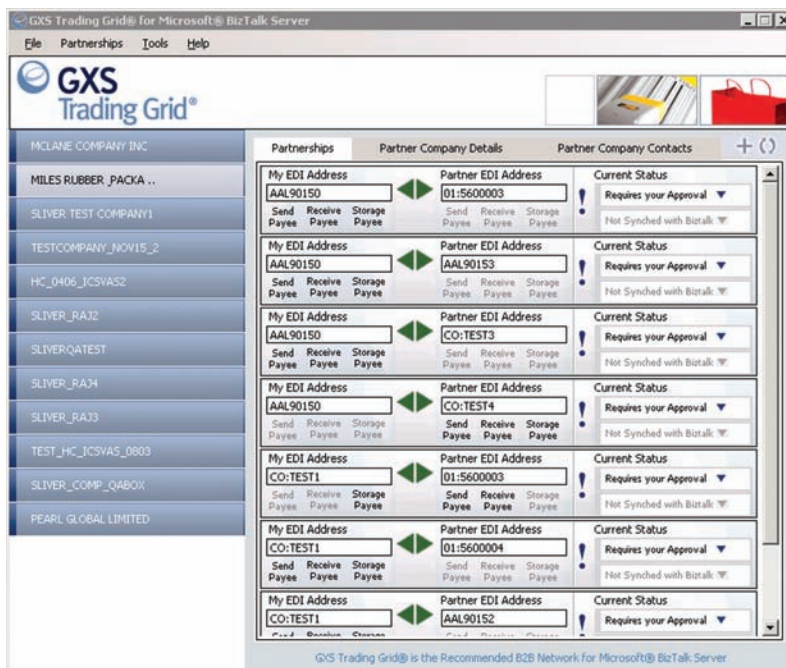
**GXS TRADING GRID FOR BIZTALK SERVER—YOUR SOFTWARE+SERVICE B2B SOLUTION INCLUDING:**

- Real-Time B2B Integration
- Synchronized Trading Partner Administration
- Access to 35,000 companies Worldwide

**Solution Features**

BizTalk Server leverages world-class technology to manage internal and external integration. The GXS Trading Grid for BizTalk Server builds on the Microsoft BizTalk Server 2006 R2 platform and provides tight integration with GXS Trading Grid to offer a complete business integration solution.

- **Real-Time Connection to GXS Trading Grid**—The solution leverages the AS2 communications capabilities of BizTalk Server and the Web Services capabilities of GXS Trading Grid, enabling you to exchange document with your trading partners in real time.
- **Manage Trading Partner Information Easily**—Trading partner configuration data and relationship information is automatically synchronized between GXS Trading Grid and Microsoft BizTalk Server 2006 R2—replacing existing manual administration tasks.



Instant global trading that easily manages trading partner information is simple with GXS Trading Grid for BizTalk Server

- **Web-Driven Track and Trace**—Via access to the Trading Grid Online portal, you obtain timely updates on delivery, receipt information and document status so you always know what is happening with your critical business documents.

Additional unique features of this global integration and trading partner management solution include:

- **Complete Auditing and Tracking**—BizTalk Server provides thorough auditing and tracking of all documents processed. Before they are published to BizTalk Server or external trading partners, inbound and outbound documents are validated for syntactic and semantic correctness.
- **End-to-end Functional Acknowledgments**—Delivering full support for functional acknowledgments, BizTalk Server provides distribution, tracking and error management. You can also easily track the acknowledgments from within BizTalk Server. Delivery of your electronic documents is guaranteed as soon as their status is updated to 'Sent' within BizTalk Server.
- **Scalable to Business Requirements**—BizTalk Server's scalable design helps you integrate the continually increasing number of trading partners and growing trading volumes easily. The solution has been designed to scale very well. Adding more servers to the group will almost linearly increase the processing power of the BizTalk Server. And GXS Trading Grid keeps your company current with today's latest standards and protocols.

## Your Complete Business Integration Solution

Rapid globalization, increasing competition and more demanding customers increase pressures on your business. By integrating your business systems with those of your customers and suppliers and streamlining business process to increase productivity, you will be able to ensure that your resources are focused on serving your customers and increasing your profit margins. Microsoft BizTalk Server 2006 R2 and GXS Trading Grid connect you electronically with customers and suppliers, reducing cost of operations, improving customer service and increasing sales and business results.

### ABOUT GXS

GXS is a leading global provider of B2B e-commerce solutions that simplify and enhance business process integration, synchronization and collaboration among trading partners. Organizations worldwide, including 75 percent of the Fortune 500, leverage the GXS Trading Grid® to extend supply networks, optimize product launches, automate warehouse receiving, manage electronic payments and gain supply chain visibility. With an unmatched global presence, proven trading partner management and B2B outsourcing services, GXS's on-demand solutions maximize the benefits of integration for businesses.

Based in Gaithersburg, MD, GXS's extensive global network serves customers throughout the Americas, Europe, the Middle East and Africa and Asia Pacific regions. GXS can be found on the Web at [www.gxs.com](http://www.gxs.com).

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