

Maximize Your SAP Investment

GXS Enhances the Value of Your SAP Environment by Extending Business Process Automation to Your Entire Trading Community

Today's Business Environment

The ability to maintain a competitive edge in today's marketplace is often driven by a company's ability to match IT capabilities with business strategy and processes. Many companies have implemented SAP to automate internal business processes to achieve business goals. However, in today's global economy, business-to-business (B2B) integration with a global trading community is just as critical to success as internal application integration. However, companies are now facing numerous challenges in extending process automation efforts to their global trading partners and getting high quality data into and out of their systems, including:

- Companies have made significant investments in SAP, often multiple installations and multiple versions around the world, and are under pressure to maximize the value of those systems. This has led many organizations to pursue consolidating and standardizing on one version of SAP.
- Multiple disparate internal and external integration platforms have either been built or acquired throughout the organization, limiting visibility across operations.
- Global supply and demand chains are becoming increasingly complex as diversity in B2B trading partner requirements, locations, operations, and technical capabilities escalates.
- Companies have not extended business process automation to a critical mass of global trading partners.

GXS has a unique combination of experience, resources and technologies to maximize your SAP investment, enhance your B2B execution, and close the gap between business strategy and IT capabilities.

GXS Capabilities & Experience

GXS has been complementing SAP environments with robust B2B capabilities for nearly two decades through GXS B2B outsourcing and visibility services. Multi-national companies in industries such as High Tech, Pharmaceuticals, Automotive, Consumer Goods, and Manufacturing utilize GXS Managed Services to maximize their SAP systems in production today. GXS provides an on-demand B2B service that integrates with a variety of SAP modules, including Supply Chain Management, Supplier Relationship Management, Financials, and Business Intelligence. The GXS infrastructure, which has been certified by SAP's Complementary Software Program, can integrate directly into your SAP environment and connect you with thousands of trading partners around the world.



GXS can extend your B2B capabilities through:

- **B2B Communications**

GXS supports a broad range of communications protocols including SAP ALE, AS2, FTP, FTP/S, HTTP/s and many more. You can use a combination of communications technologies to meet all your trading partner needs. As an example, GXS can accept IDOC inputs and create IDOC outputs using conventional transfer methods (i.e. FTP over VPN) or utilize the SAP ALE capability via our certified Application Link for SAP ALE.

- **Mapping & Translation**

GXS enables you to integrate B2B messaging across multiple instances of SAP and with trading partners around the world. GXS maintains a Mapping Center of Excellence with over 175 mapping professionals to quickly and effectively deliver high quality maps, including extensive experience mapping into and out of SAP IDOCs. Some of the more common IDOCs that GXS has put into production are:

| Message Type | IDOC Type |
|---|---|
| Motor carrier shipment information | SHPMNT03 |
| Transportation carrier shipment status message | TRXSTA01 |
| Invoice | INVOIC01 |
| Remittance advice | PEXR2001, PEXR2002 |
| Lockbox | FINSTA01 |
| Price catalog | PRICAT01 |
| Purchase order | ORDERS01 to ORDERS04 |
| Stock and sale data | PROACT01 |
| Transport and shipping notification (ASN—Advanced Ship Notification) | SHPMNT01 to SHPMNT03; DELVRY01 and DELVRY02 |

GXS mapping services are based upon our award winning, any-to-any mapping and translation server, Application Integrator (AI). GXS has used this technology to put over 200 different document types into production, across a broad range of B2B formats and protocols. EDI standards include EDIFACT, ANSI.X12 and Tradacoms. XML standards include SWIFT, RosettaNet, CIDX and PIDX. GXS can also map file formats to and from any in-house proprietary format.

- **Visibility & Tracking**

GXS provides business process visibility and exception-based monitoring to improve your end-to-end transaction speed, data quality, and supply chain decisions for both you and your customers. This is delivered through a simple web-based interface that provides visibility tools such as related document queries, role-based views, and proactive monitoring/alerting capabilities. For example, upon completion of the translation process, GXS Managed Services generates a STATUS IDOC (Status = 5 or 6) back to the client's SAP environment to indicate that the IDOC translation failed or succeeded. Exceptions are indicated in the web-based interface and trigger email/pager alerts to the GXS Managed Services Production Control team and to the customer.

- **Data Quality Services for SAP**

GXS utilizes a robust business rules engine based on over 150 of the most common supply chain-related SAP business rules. GXS ensures data is accurate before entering back-

GXS MAPPING CENTER OF EXCELLENCE

- Low-cost map development center
- 175 mapping professionals
- Capacity to produce 10,000 maps per year
- Significant SAP mapping experience

office systems, which eliminates the need for investigating data mismatches, reprocessing inaccurate data, or calling trading partners to resolve data quality issues. All of this lowers your cost of operations, boosts productivity, and strengthens supplier relationships by shortening payment cycles.

- **Change Management**

To shield your company from the complexities associated with changes in your business situation, GXS provides comprehensive ongoing change management for your B2B environment. These changes come from a wide variety of sources including changes in your customers and suppliers, merger and acquisition, migrations from one platform to another, or consolidating multiple instances of SAP. GXS manages the resulting map changes, new trading partner on-boarding, or changes related to upgrading or installing new SAP modules, as well as full re-testing and deployment of all changes. Because GXS serves as an outsourced extension of your IT organization, you can focus your internal resources on the SAP upgrade or installation, accelerating your time to value and increasing your ROI. In addition, 24 x 7 support is available for emergency map changes.

GXS Value

As an on-demand solution, GXS Managed Services extend the value of your SAP environment by integrating critical supply and demand chain information from your customers and suppliers directly into your SAP systems. The information and analysis from your SAP systems increases in value as you integrate more high-quality trading partner data.

- **Reduce Your B2B Complexity**
 - With GXS managing your B2B operations, your company is shielded from the ongoing complexity of day-to-day B2B operations and trading partner change management
- **Improve Data Quality**
 - The GXS business rules engine serves as a data quality filter for your SAP systems, ensuring your data is accurate going into and coming out of your SAP systems.
- **Link SAP systems across business processes and across platforms**
 - Multi-national companies around the world are utilizing GXS to mitigate the risk of managing the real world of heterogeneous, competing platforms and ever-changing B2B standards, protocols, and communications.
- **Reach, enable, and manage global trading partners**
 - With operations in 30 countries and technical support in 20 languages, GXS provides the global scope and reach to connect with any trading partner in the world, no matter their size, location or technical capabilities.
- **Core B2B focus**
 - As a global B2B service provider, GXS delivers B2B integration solutions that complement, simplify and extend your existing SAP strategy

Customer Case Study

The following is an example of a global consumer and industrial manufacturer that utilizes GXS comprehensive B2B outsourcing and visibility services that enhance their B2B capabilities and the value of their SAP environments.

Business Problem: The Company maintains several global SAP implementations across multiple business units and found it difficult to manage disparate EDI gateways related to each SAP implementation. In addition, the company operates in the retail consumer goods and automotive industries, which presents highly diverse customer requirements across industries. The Company was struggling not only to meet ongoing changes in their customers' B2B requirements, but also to support customers in every major economic region and 125 countries around the world.

Solution: The Company chose to outsource its global B2B operations to GXS Managed Services and consolidate EDI platforms across Europe and North America. The solution included direct integration with both new and existing global SAP installations. Also, the solution provided the people, processes and technologies required to support a global trading community, including a dedicated trading community on-boarding manager and automated B2B integration tools for trading partners.

Benefits: The Company enhanced its B2B capabilities, particularly supply chain visibility across previously isolated B2B platforms in different regions of the world. Rapid ROI was achieved on their B2B capabilities as well as ongoing SAP upgrades, because critical internal resources could be redeployed to focus on the SAP projects. Finally, the company was able to automate global trading partners that previously conducted business via manual transactions using telephone, FAX or email.

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's Trading GridSM 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.



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