

GXS Trade Visibility Platform

Enabling the Convergence of the Physical and Financial Supply Chain

Today's Landscape

Globalization represents both an opportunity and a threat to the traditional business of financial institutions. With international trade volumes exploding, supply chain executives have become significantly more sophisticated in their management of both the physical and financial supply chains. Having established closer relationships with their suppliers, many buyers are moving away from traditional payment instruments such as letters of credit to less formal open account structures. For most financial institutions, however, letters of credit represent the highest revenue-generating product in their trade portfolio. Financial services executives must determine how to capitalize on the opportunity and minimize the threat in an environment that is changing with amazing speed. The solution for many decision-makers at financial institutions is to reinvigorate their business modes by creating new sources of value with innovative product lines that help manage the data and information contained in the Financial Supply Chain.

Introducing the GXS Trade Visibility Platform

GXS Trade Visibility Platform provides a reliable, high quality data stream for all trade transactions, whether domestic or international, letter of credit or open account, import or export in both emerging and mature markets.

The typical supply chain can consist of a mix of contract manufacturers, freight forwarders, consolidators, insurers, ocean freight carriers, less-than-truckload carriers, postponement specialists and financial institutions. With the GXS Trade Visibility Platform you can connect to all of the various supply chain participants to ensure that you can receive the necessary trade documents, including:

- **Terms of Sale**—Purchase orders and the associated amendments and changes
- **Pre-Export Documents**—Inspection certificates, insurance policies, advanced shipment notice and packing lists
- **In-Transit Status**—Status updates on shipments from ocean, rail, less-than-truckload and truckload carriers as well as electronic proof of delivery for receipt of goods
- **Financial Documents**—Commercial invoices, invoice approval status messages, payment instructions and remittance advice

The GXS Trade Visibility Platform consists of two primary modules:

- **Managed Services**—GXS offers the leading B2B Integration Platform, consisting of the people, processes and technology required to capture purchase orders, transportation documents and commercial invoices from your client's supply chain. GXS Trading Grid® is the world's largest electronic business community, with more than



EXAMPLES OF NEW SUPPLY CHAIN FINANCE PRODUCTS

- Raw Materials Financing
- Pre-Export Financing
- Post-Export Financing
- Document Preparation Services for Small Suppliers
- Document Reconciliation Services for Open Accounts

GXS CORPORATE CLIENTS

- 80% of the top automotive OEMs in the world
- 95% of the high tech Fortune 500 companies
- 65% of Fortune 500 retailers
- 70% of Fortune 500 pharmaceutical/healthcare companies

5.9 million trading partners in over 37 countries throughout the Americas, Europe and Asia. Buyers and sellers can exchange sales forecasts, product catalogs, purchase orders, shipment advices, commercial invoices and payment instructions.

- **Supply Chain Visibility Applications**—Visibility applications allow you to trace an order throughout its lifecycle. The applications also include value-added services such as a transaction data warehouse, supply chain event triggers, three-way document matching and historical trend reporting.

GXS TRADING GRID

- Over 200,000 trading partners connected electronically
- Customers in 37 countries
- Estimated \$5.6 trillion in e-commerce conducted annually
- Over one billion electronic documents per year

Supply Chain Documents Available from GXS

Purchase Order	Ocean Freight In-Transit Status
Purchase Order Amendment	Less than Truckload In-Transit Status
Purchase Order Confirmation	Rail In-Transit Status
Manufacturing Work In Progress	Import Declaration
Manufacturing Inspection Certificate	Electronic Proof of Delivery
Export Declaration	Commercial Invoice
Advanced Shipment Notice	Invoice Approval Confirmation
Bill of Lading	Remittance Advice
Air Freight In-Transit Status	Payment Instruction

Defining Supply Chain Visibility

Buyers, suppliers and financial institutions are increasingly looking for solutions that increase the transparency of the supply chain process. GXS Supply Chain Visibility applications offer you the ability to trace an order or shipment throughout its lifecycle from procurement to payment, across multiple modes of transportation and manufacturing stages in the physical supply chain.

Among the key features offered by Supply Chain Visibility applications are:

- **Supply Chain Visibility**—With GXS applications you can track an order throughout its lifecycle from procurement to payment. Additionally, you can trace shipments as they traverse multiple modes of transportation and manufacturing stages through the physical supply chain. The Trade Visibility Platform supports the tracking of up to 40 milestones in the supply chain including raw materials procurement, manufacturing, quality inspection, shipment export, international transport, customs clearance, warehouse receipt, invoice processing and payment approval.
- **Research Order Details**—The Trade Visibility Platform offers a user interface which provides details on purchase orders, transportation documents and commercial invoices in a single user interface. It also offers the ability to share a single view between a buyer, a supplier and their financial institution. All three parties can work off the same data through the same user interface and database to see a complete view of a purchase order including the revision history of amendments and changes. All supply chain documents can be converted into a standardized XML-based format and stored in a hosted data warehouse.
- **Event Triggers**—The Trade Visibility Platform can notify you of critical events in the supply chain as they occur. You can choose to be alerted proactively via an email or passively through reporting on the portal. Triggers can be established to notify you of possi-

SUPPLY CHAIN EVENT TRIGGERS

- High value order acknowledged
- Export clearance and shipment departure from port of origin
- Shipment received at port of destination
- Customs clearance for import
- Overdue shipment
- Shipment delayed with ETA
- Invoice received
- Invoice reconciled
- Invoice approved
- Payment approved

ble new financing opportunities such as the creation of a new high dollar value purchase order. Alternatively, you can be notified of the satisfaction of terms for an outstanding liability such as an invoice released for payment. Triggers can be used to provide early warnings of scenarios in which the supplier or buyer may be at risk of failure to meet the terms of a trade finance agreement. Examples might include delays to inbound shipments, shutdowns of manufacturing plants, failures to meet quality inspections or rejection of goods upon receipt.

- **Document Matching**—The Trade Visibility Platform can help automate the invoice reconciliation process through its document matching engine. Fields on the commercial invoices can be matched against the corresponding data on the purchase order and receiving advice to identify any discrepancies in price, quantity or other terms. Business rules can be configured to allow flexibility for buyer-specific business practices in the invoice reconciliation and matching processes.

Defining Managed Services

GXS Managed Services gives you the flexibility to exchange information in your clients' preferred file format, network protocols and security standards. The Managed Services module of the Trade Visibility Platform offers a comprehensive B2B integration program designed to feed your trade finance applications with high quality data from supply chain participants around the world. Our unique managed approach enables you to receive an electronic feed of trade documents with minimal cost and complexity for you and your corporate clients.

GXS manages all of the technical activities associated with collecting electronic trade documents from your clients and their supply chain partners including:

- **New Client Implementations**—GXS will perform an assessment of the unique technical and procedural requirements to interface with your client and their trading partner community. Based upon client requirements, GXS will design, develop and test the necessary data translation maps, file transfer scripts and data enrichment services to support your B2B programs. A battery of unit and system level testing is conducted with your client to ensure proper functionality and production readiness.
- **Mapping Services**—As necessary, GXS can map data from your client's systems to the formats required by your in-house trade applications. GXS supports a variety of complex mapping scenarios including merging of information from multiple electronic documents into one; splitting of content from one file into multiple documents and reorganizing content within one file. Additionally, data can be modified, augmented or omitted using conditional logic, database inquiry or an external application interface.
- **Program Management**—GXS uses a combination of centralized and regional program managers to ensure the success of your client-facing integration projects. Regional program managers will be assigned as appropriate in local countries throughout Europe, Asia Pacific, North America and Latin America. Program managers can support a variety of business or IT initiatives including new product rollouts, legacy system migrations or post-merger consolidations.

SAMPLE OF SUPPORTED FILE FORMATS

- ERP formats—SAP, Oracle, Microsoft
- EDI—ANSI X.12, Tradacom, EDIFACT, EAIJ
- XML—RosettaNet, CIDX, PIDX
- Proprietary formats

SUPPORTED NETWORK PROTOCOLS

- SMTP
- FTP/S
- HTTP/S
- AS2
- AS3
- SNA
- Async
- Bisync
- IBM MQ Series

CLIENT IMPLEMENTATION CAPABILITIES

- 10,000 customer migrations and implementations per year
- Operations in 18 countries with distributors in additional 15 regions
- Local client support in 20 different languages
- Robust change control and validation processes

Improving the Supplier/Buyer Customer Experience

With GXS Trade Visibility Platform, financial institutions can improve their corporate client's experience for both traditional trade products and new supply chain finance services. New supply chain finance applications can offer a compelling new value proposition to corporate clients and re-energize your relationship with key accounts leading to near term growth. Both buyers and suppliers benefit:

- Buyers can lower cost of goods sold and reduce supply chain risk while extending the number of Days Payable Outstanding. Buyers with a strong balance sheet or credit rating can use their financial strength as a competitive advantage.
- Suppliers can improve the accuracy of cash flow forecasting and enhance the liquidity of receivables while reducing the number of Days Sales Outstanding. Large suppliers can use bank-based products to offer new low interest financing services to their customers.

With the GXS Trade Visibility Platform, your corporate clients can realize a significant return-on-investment with gains in:

- Speed new client implementation time frames
- Improve performance, scalability and/or reliability
- Automate common matching and data quality functions
- Accelerate time to market for new product features

Why GXS?

As the world's leading provider of business-to-business (B2B) e-commerce services, GXS can provide you with unparalleled capabilities for integrating your client's financial and physical supply chains. GXS manages over 5.9 million trading partner relationships in 37 countries. Companies across the globe leverage GXS services to exchange approximately four billion electronic documents annually. GXS can help you achieve a significant time-to-market advantage and accelerate the launch of new supply chain finance products. By enabling supply chain participants to use their existing B2B processes, including their preferred network protocols and file formats, GXS minimizes the time, cost and complexity of integrating with your applications.

GXS VALUE PROPOSITION

GXS solutions enable banks to automate the procure-to-pay process and provide visibility into the financial supply chain for their corporate clients to increase access to working capital.

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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.