



inövis™

What We Are Announcing

- **GXS and Inovis announced on December 8, 2009 that we intend to merge our businesses**

- The terms of the transaction are not disclosed publicly because both companies are privately held

- **Industry transforming merger**

- Combines industry leaders with rich histories in B2B electronic commerce
- Creates the industry's premier provider dedicated to B2B with the broadest and deepest portfolio of capabilities.

- Customers expected to benefit from decreased B2B integration costs and improvements in performance, transaction visibility and process control.

- **Strong ownership and financial backing continues**

- Francisco Partners, Golden Gate Capital, Cerberus, and Norwest Venture Partners



- Established 1967 as a division of the General Electric Company
- Over 28,000 customers in 50+ countries



- Established 1983 as Harbinger
- Over 16,000 customers in 50+ countries

Strategic Importance to GXS

- **Consistent with GXS strategy to be the one-stop B2B e-commerce service provider for our customers' global business operations**
 - Enables GXS to expand its footprint of trading partners connected directly to GXS Trading Grid®
 - Enhances GXS commitment to be a sole source provider
- **Inovis provides over 10,000 net new customers across 50+ countries to GXS Trading Grid®**
 - Speeds on-boarding and lowers costs for new trading partner on-boarding
 - Allows GXS to provide greater end-to-end service delivery guarantees
- **Expands GXS range of capabilities for B2B e-commerce and integration**
 - Inovis provides new operational intelligence tools for transaction and process management
 - Inovis offers unique large and bulk file transfer solutions
- **Deepens GXS capability in the vast retail supply chain**
 - Inovis offers a feature-rich product catalog service to complement GXS Product Master Data Management solutions, including network of GDSN data pools
 - Inovis brings with it a compliance monitoring capability for deduction management

Strategic Importance to Inovis

- **Consistent with Inovis strategy to be a leader of on-demand Business Community Management solutions**
 - Enables Inovis to expand its footprint of trading partners connected directly to Inovisworks
 - Enhances Inovis commitment to optimize communities with every facet of their business
- **GXS provides over 25,000 net new customers across 50+ countries**
 - Speeds on-boarding and lowers costs for new trading partner on-boarding
 - Allows Inovis to offer customers greater end-to-end service delivery guarantees
- **Expands Inovis range of capabilities for B2B e-commerce and integration**
 - GXS provides tools for localized community enablement, including Intelligent Web Forms and Trading Grid for Excel
 - GXS offers business process visibility tools for order-to-cash, inventory management, global shipping and electronic payments
 - GXS offers sophisticated ERP integration capabilities including SAP-Certified integration
 - GXS maintains a strong physical presence across Europe and Asia with 199 people and 869 people respectively
- **Deepens Inovis capability in the vast retail supply chain**
 - GXS offers feature-rich product information management software, operates 26 global GDSN data pools, and provides direct on-boarding services for 1SYNC

The Premier Company for Global B2B

Together, we will have Robust Worldwide Resources

- **Unmatched global reach with resources to serve every industrialized country and most emerging markets**
- **Exclusively focused on B2B e-commerce and integration**
- **Over \$40 million combined investment in research and development¹**
- **Well positioned to create new industry opportunities**
 - Managed File Transfer, Cloud Integration, Supply Chain Finance, Green Supply Chain, Customs Compliance, Human-Centric B2B
- **Uniquely capable of servicing specific industry needs**
 - Strong presence in automotive, consumer goods, retail and high-tech
 - Rapidly growing presence in financial services
 - Global footprint of logistics customers

Combined Company Operating Statistics

- Worldwide Headquarters: Gaithersburg, MD USA
- 40,000+ customers
- 2,500+ employees
- 10 Billion Annual Transactions
- 6 Million Trading Partner Relationships
- Dual-Continent Data Center Infrastructure
- Key global partnerships include Microsoft, IBM, Infor, SAP, Software AG and Accenture
- Regional Headquarters: Hong Kong, London, Sao Paulo, Tokyo

Category Leadership in B2B Services

Combined Company Addressing Fastest Growing B2B Market

Gartner

Gartner Magic Quadrant for Integration Service Providers



	LEADER
	<ul style="list-style-type: none"> “GXS is still by far the leading provider of integration services, as measured by integration service revenue, international reach and customer base.” “GXS still has the largest known customer base and reports strong revenue growth in the fast-growing and profitable B2B integration outsourcing market segment.”
	LEADER
	<ul style="list-style-type: none"> “Inovis has maintained its extraverted focus in the last few years and emerged as an aggressive IT and business innovator.” “It also delivers MFTaaS and a plethora of new rule-based portfolio and community management solutions and multi-enterprise composite applications.”

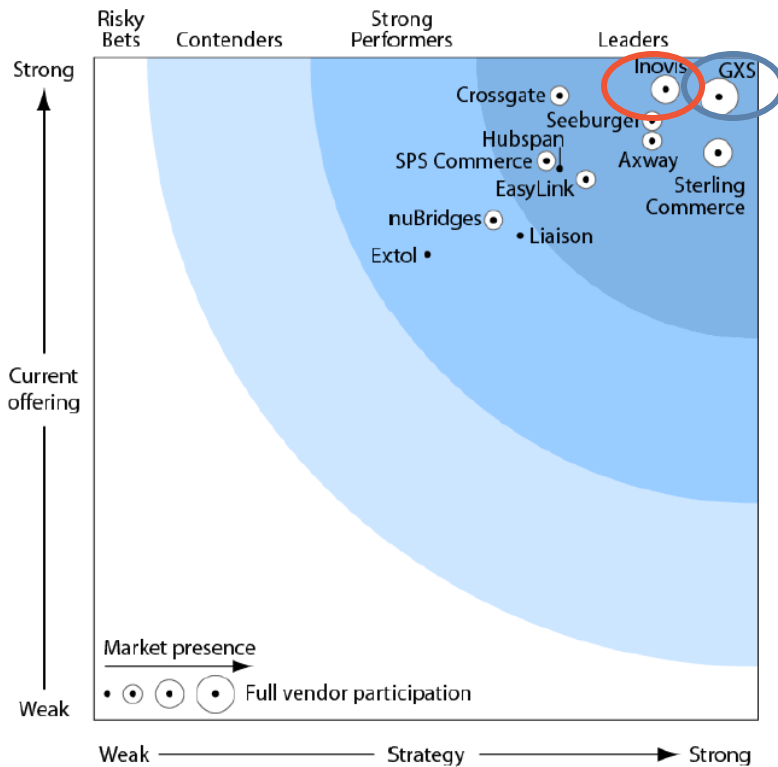
Source: Gartner Research Note G00172249, “Magic Quadrant for Integration Service Providers,” 20 November 2009

Category Leadership in B2B Services

Combined Company Addressing Fastest Growing B2B Market

FORRESTER®

The Forrester Wave™: B2B Service Providers, Q4 2009



- “#1 ranked in Strategy and Market Presence.
- The “biggest of the big three” B2B service providers.
- “Strong focus on providing complete managed services for B2B integration.”



- “#1 ranked in Current Offering.
- More than 1 billion transactions a year.
- Acquisitions “significantly enhanced Inovis’ overall integration capability.”

Category Strength in B2B Gateways

Combined Company will have Stronger B2B Software Presence



Gartner

Gartner Magic Quadrant for B2B Gateways



As of May 2008

Source: Gartner Research Note G00172249, "Magic Quadrant for B2B Gateway Providers," 3 June 2008

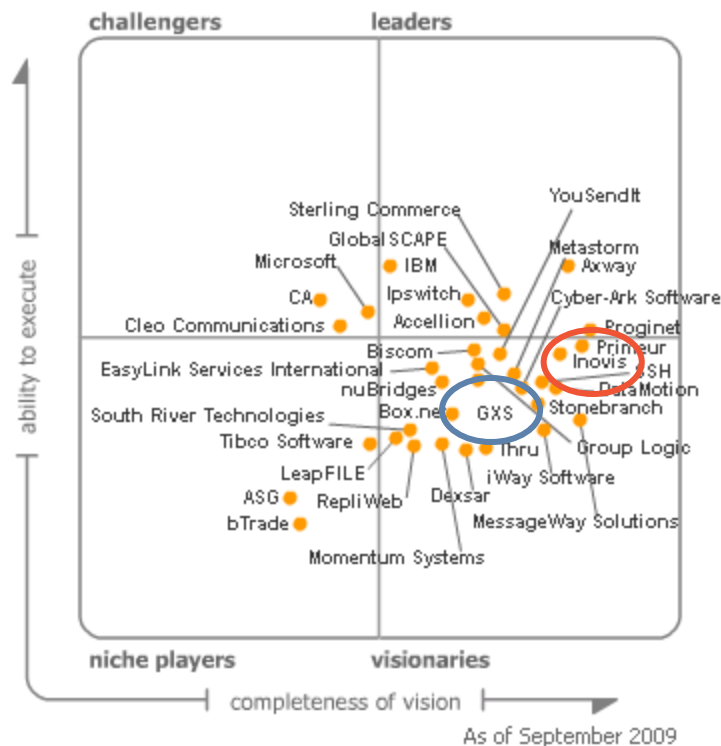
	<p style="text-align: center;">VISIONARY</p> <ul style="list-style-type: none"> • "GXS' approach...combining new middleware functionality from Software AG (webMethods)...into its flagship Enterprise Gateway has enabled GXS to quickly and efficiently modernize its Gateway." • "GXS strategy has been effective and it has some strong references for Enterprise Gateway."
	<p style="text-align: center;">LEADER</p> <ul style="list-style-type: none"> • "Inovis' flagship B2B gateway software solution, BizManager, is an innovative product that has evolved through generations of enhancements." • "BizManager (and the widely deployed TrustedLink) are reliable and proven in high-performance B2B projects and give IT users an ability to combine direct B2B with the VAN."



Emerging Category Position in MFT

Combined Company Investing in Large, Bulk File Efficiency

Gartner

Gartner Magic Quadrant for Managed File Transfer

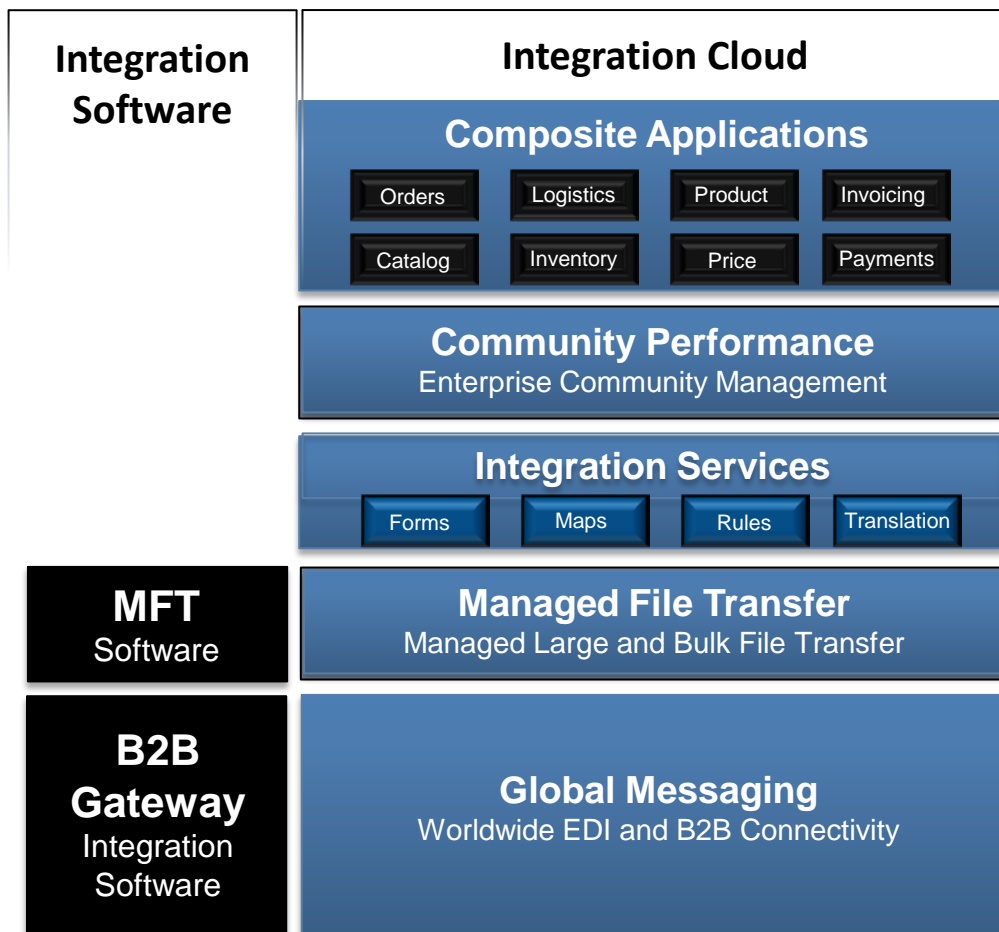


	VISIONARY
	<ul style="list-style-type: none"> “As one of the largest and most widely used B2B integration service providers, GXS has the opportunity to crisply articulate what it means to be an MFTaaS provider.” “The vendor’s network (GXS Trading Grid) provides a variety of value-added services.. all of which can be combined with basic file transfer capabilities.”
	VISIONARY
	<ul style="list-style-type: none"> “No other vendor has been as much of a proponent of the hybrid strategy of software and service.” “The vendor has show that it has the ability to articulate the benefit of the strategy with B2B integration.” Inovis has the opportunity to build and deliver easy to use, and fully functioning provisioning technology...as a service.

Source: Gartner Research Note G00170848, “Magic Quadrant for Managed File Transfer,” 18 September 2009

The Most Complete Portfolio for B2B

Each Company Adds Unique and Proven Capabilities



- Lowest total cost of ownership for B2B projects
- Rapid speed-to-market for trading partner enablement
- Improved ROI for ERP systems with enhanced visibility and data quality
- Multi-standard integration capable for diverse communities
- Preconfigured composite applications for visibility and control
- Services-oriented cloud for extensibility

Expected Customer and Partner Benefits

Stronger Ability-to-Serve You for the Long-Term

- **Customers will benefit from a stronger, more capable service provider with unmatched global reach**
 - Highest investment in R&D exclusively on B2B e-Commerce
 - Extended value from more complete set of capabilities
 - Access to local resources in almost every industrialized country and emerging market
- **The combined company plans to protect and enhance each companies existing capabilities**
 - An integrated portfolio will preserve existing capabilities while creating efficiencies permitting lower long-term costs and faster innovation
- **Partners will benefit with access to greater capabilities and a stronger partner**
 - The combined company will be committed to maintaining strong partnerships, including with key technology partners, global system integrators, and regional alliances, including local country distributors

Additional Resources

Our Commitment is to Keep You Informed and Involved

- **Information on both companies**
 - www.gxs.com
 - www.inovis.com
- **Dedicated sites for additional information**
 - www.gxs.com/inovis
 - www.inovis.com/gxs
- **Still have questions?**
 - Please email any questions to gxsinovis@gxs.com or info@inovis.com.
 - We will respond to all questions directly and keep our informational web site and on-line FAQ current