



IN THE NEWS

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START-IT Names GXS Managed Services Among Top 50 Manufacturing Technologies
GXS' B2B Outsourcing Solution Delivers Industry-Leading Global Integration Capabilities

GAITHERBURG, Md. — November 30, 2007 — GXS, a leading provider of business-to-business (B2B) e-commerce solutions, today announced that GXS Managed Services has been named one of the Top 50 Technologies by *START-IT* magazine. The Top 50 Technologies Awards honor products that target the manufacturing space and help companies improve their business practices. Winning products were gauged on their uniqueness and functionality in the market. GXS Managed Services, the company's comprehensive B2B outsourcing solution, is the foundation for the global B2B trading partner networks of many manufacturing companies.

Customers look to GXS Managed Services to address a wide variety of business problems, including enhancing B2B capabilities, automating trading partners around the globe, improving customer service levels and extending supply chain visibility. GXS provides the people, processes and technology to perform all day-to-day management of an organization's global B2B operations. This includes an on-demand data translation service that provides any-to-any data format and protocol conversion; daily global B2B operations conducted via world-class and geographically-dispersed data centers; a trading community on-boarding service enabling customers to reach 100 percent of their trading partners; B2B transaction visibility for document tracking and reporting; and B2B process visibility that provides actionable information and capabilities for supply chain planning and execution. Dedicated program managers execute customers' global B2B programs and bring the expertise and best practices honed during GXS' nearly 40 years in B2B e-commerce and nearly 20 years' experience in supporting full-service B2B outsourcing programs.

"The products selected as winners in the first Top 50 Technologies possess unique capabilities and characteristics in today's marketplace. While considering hundreds of applicants, the editors of *START-IT* chose products that fit the needs of the manufacturing community," said Peggy Smedley, editorial director of *START-IT*. "These companies are providing manufacturers with innovative and emerging technologies that enhance revenue opportunities and improve business practices."

A recent study¹ from the Stanford University Global Supply Chain Management forum concluded that companies that deploy B2B outsourcing solutions experience a return that is 245 percent greater than their annual investment and a 62 percent improvement in customer satisfaction. Conclusions from the study also indicate that companies that outsource B2B programs benefit not only from improved customer satisfaction, but also from improved B2B technical capabilities,

greater competitive differentiation, greater inventory visibility, increased system uptime and availability, as well as increased return on investment (ROI). A full copy of the report can be downloaded at www.gxs.com.

“As the Stanford Study shows, manufacturing companies are finding that outsourcing their B2B e-commerce programs simply makes sense. B2B has become so complicated that it’s no longer practical or desirable to maintain internal expertise and proficiency in the multitude of B2B standards and protocols,” said Steve Keifer, vice president of industry and product marketing at GXS. “By outsourcing their B2B programs, manufacturers can focus on their core businesses and yet still serve the wide variety of trading partners with which they interact on a daily basis. The result is a more agile business that experiences improved customer satisfaction and a significant return on their B2B investment.”

Recently, a *START-IT* survey showed that 51 percent of manufacturers will spend \$50,000 or more on technology in the coming year. As manufacturers move toward spending more on innovative technology, the advantage of providing leading-edge solutions becomes more profitable. “The winners of the Top 50 Technologies are playing a crucial role in the advancement of today’s technology, and the companies listed here may well be the beneficiary of manufacturers’ investment in 2008,” added Smedley.

GXS Managed Services empowers companies to free up internal resources to focus on core business objectives, reduce costs and fill gaps in internal expertise. Manufacturing companies currently using GXS Managed Services around the world include Avago Technologies, Carlisle Companies, CNH Global N.V., Delta Galil, Gexpro, Miller Brewing Company, Mitsubishi Motors and Thomson Consumer Electronics. GXS Managed Services leverages GXS Trading Grid® to provide customers with world-class B2B program management. GXS Trading Grid is a global B2B e-commerce and integration platform that supports the creation and adoption of on-demand supply chain management solutions for companies of any size.

About *START-IT*

START-IT magazine helps manufacturers take full advantage of the power of partnerships by emphasizing the importance of IT partnerships and how these partners are working together to reach their goals through the use of technology. Emphasizing the power of partnerships, *START-IT* is read by decision makers across all manufacturing segments as a primary source of business strategies to best take advantage of today's technologies.

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 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’ on-demand solutions maximize the benefits of integration for businesses.

Based in Gaithersburg, Md., GXS’ extensive global network serves customers throughout the Americas, Europe and Asia-Pacific regions. GXS can be found on the Web at www.gxs.com.

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