



# IN THE NEWS

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## **GXS Joins Microsoft and Other Industry Leaders in the Interop Vendor Alliance**

*Alliance Aims to Connect People, Data and Diverse Systems*

**GAITHERSBURG, Md. — Nov 14, 2006** — GXS, a leading provider of business-to-business (B2B) e-commerce solutions, today announced that it has become a founding member of the Interop Vendor Alliance. This alliance, initiated by Microsoft, is intended to increase interoperability with Microsoft systems for customers and vendors of Microsoft technologies. Member companies will work collaboratively to ensure better interoperability of diverse back-office systems with Microsoft technologies.

GXS' participation in this alliance follows the formation of a strategic alliance between Microsoft and GXS to market innovative solutions to speed and simplify integration between trading partners worldwide. A primary goal of the alliance between the two companies is to enable and improve integration between Microsoft-based systems and the supply chain. GXS and Microsoft recently completed the successful integration of [Microsoft's BizTalk Server 2006 and the GXS Trading Grid<sup>SM</sup>](#). In addition, the two companies are working on a number of interoperability projects that will bring the GXS Trading Grid together with Microsoft platforms such as Microsoft SQL Server, Microsoft Office 2007, Microsoft Windows Vista and Microsoft Dynamics.

"The modern corporation is an amalgamation of diverse systems and technologies. The complexity of this model increases as companies outsource many of their IT and manufacturing functions to far-flung locations. This alliance seeks to reduce that complexity by ensuring interoperability with Microsoft technologies," said Sam Rosenbalm, business development manager at Microsoft Corp. "GXS brings decades of experience in B2B processes and technologies to the Interop Vendor Alliance. GXS' experience will be helpful in creating interoperable solutions on the Microsoft platform in areas such as global sourcing, supply chain visibility and B2B integration."

Many midsize companies have invested in internal automation and productivity systems such as Enterprise Resource Planning (ERP) software and electronic data interchange (EDI). Unlike the biggest companies, midsize firms have not had the resources to ensure the interoperability of those systems with their Microsoft-based platforms and those of their trading partners. Connecting a company's business systems internally and with those of its suppliers and customers will help midsize firms maximize the return on investment (ROI) of existing systems.

"Fundamentally, the Interop Vendor Alliance is about making the coordination and sharing of information within and between businesses easier. As it stands, even the most sophisticated IT professionals are challenged by the need to achieve interoperability between internal and external systems," said Rowland Archer, chief technology officer of GXS. "Through its participation in the Interop Vendor Alliance, GXS intends to enable and simplify interoperability between

business systems, with the end-goal of making B2B integration more straightforward and less time-consuming. GXS applauds the formation of the Interop Vendor Alliance and is pleased to have the opportunity to impact its direction.”

Founding members of the Interop Vendor Alliance include Sun Microsystems; AMD; BEA Systems, Inc; Business Objects; Carbon Project, Inc.; Centeris Corporation; Citrix; Computer Associates – Wily; GXS; JN Bridge LLC; KERNAL Networks; Levi, Ray & Shoup, Inc.; NEC Corporation of America; Network Appliance; Q4bis, Inc.; Quest Software; SIEMENS Networks LLC; Software AG; SugarCRM, Inc.; Symphony Services, Corp.; Xcalia and XenSource, Inc.

Microsoft has named the GXS Trading Grid the recommended global B2B network for BizTalk Server 2006. The GXS Trading Grid is GXS’ unique global integration platform that enables and streamlines cross-enterprise business processes. The Trading Grid is the world’s largest electronic business community, used by more than 40,000 customers to exchange goods and services. As a service-oriented architecture B2B platform, the Trading Grid helps customers automate global trading communities by shielding complexity from rapidly changing standards, eliminating manual and duplicative efforts, and enabling a new level of process integration and business intelligence.

### **About the Interop Vendor Alliance**

Formed in 2006, the Interop Vendor Alliance is an industry-wide group working to connect people, data and diverse systems through better interoperability with Microsoft systems. Additional information about the Interop Vendor Alliance can be found on the Interop Vendor Alliance Web site at <http://www.interopvendoralliance.org/>.

### **About GXS**

GXS is a leading global provider of B2B e-commerce solutions that simplify and enhance business process integration and collaboration. Organizations worldwide, including more than 75 percent of the Fortune 500, leverage the GXS Trading Grid to achieve the perfect balance between supply and demand. Active in the global standards arena, GXS enables customers both large and small to connect with global partners, synchronize product information, optimize inventory levels and demand forecasts and accelerate the execution of supply chains.

Headquartered in Gaithersburg, Md., GXS provides sales and support to businesses and their partners worldwide. For more information, visit our Web site at [www.gxs.com](http://www.gxs.com).

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