



# IN THE NEWS

100 Edison Park Drive, Gaithersburg, MD 20878, U.S.A. • +1-800-560-4347 t • +1-301-340-4000 t • www.gxs.com

## **GXS Acquires Data Quality Management Leader UDEX**

*Acquisition Adds Product Data Quality Solution to GXS' Data Synchronization Portfolio*

**GAITHERSBURG, Md. — November 20, 2006** — GXS, a leading provider of business-to-business (B2B) e-commerce solutions, today announced that it has acquired UDEX, a leading provider of product data quality services. The UDEX acquisition builds on GXS' current offerings in data synchronization, enabling GXS to provide new breakthroughs in validating and certifying the accuracy of product and packaging data that is exchanged between trading partners. With nearly 2,000 retailers and suppliers as customers, UDEX has built a unique, on-demand product data quality solution that enables customers to eliminate costly errors in the supply chain, thus increasing sales and improving operational efficiencies.

“Global retailers have underscored the importance of data quality as a key enabler to Global Data Synchronization and improved agility within supply chain processes,” said Gary Greenfield, chief executive officer of GXS. “UDEX has been at the forefront of addressing the data quality issue with retailers and their suppliers. UDEX’s services represent a valuable addition to our data synchronization capabilities and will greatly enhance our ability to provide our customers with a comprehensive set of data quality solutions.”

Improved product data quality and the effective synchronization of product information between trading partners are among the most important strategic initiatives for retailers and consumer packaged goods (CPG) companies today. Clean and synchronized product data also is a foundational element for all other B2B initiatives. Studies have shown that 72 percent of supplier items contain inaccurate product information at a consumer unit level, and 57 percent are inaccurate at an orderable unit level<sup>1</sup>. The results of poor data quality are evident in time to market delays, increased out of stocks, higher volumes of product returns and frequent order/invoice discrepancies.

“The consequences of poor data quality are well-known and pervasive in the retail and CPG industry. Data quality is critical, but is only one rung on the ladder of complete end-to-end data synchronization,” said Jon Mier, chief technology officer of UDEX. “Through the combination of UDEX’s data quality assurance services and GXS’ full spectrum of product information management and data synchronization solutions, retailers and suppliers can benefit from a comprehensive solution to a costly and difficult problem. We are excited to become part of GXS and to bring with us an integral element to resolving one of the most significant challenges in the retail industry today.”

GXS plans to make the UDEX solution for product data quality a component of its Data Pool Manager solution. GXS Data Pool Manager has been deployed by multiple GS1 Member Organizations around the world for the purpose of creating and supporting country data pools. These data pools support local retailers and suppliers and enable them to

trade consistent, standardized data with trading partners around the world. The enhanced solution will give these data pools and their users access to a product data quality validation and assurance solution, including management of product images and packaging orientation.

According to AMR Research<sup>2</sup>, “Data quality is an elusive goal for most companies because it is treated as a one-time event. But since it is critical to getting value from enterprise applications, companies need to pick a strategy for measuring data quality, cleansing data on an ongoing basis and possibly enhancing it with outside information to meet their business objectives.”

GXS’ data synchronization solutions are part of the GXS Trading Grid<sup>SM</sup> platform of services. The 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. Used by more than 40,000 customers to exchange goods and services, the GXS Trading Grid enables customers to gain visibility into global logistics operations and to synchronize product data. The Trading Grid helps customers automate global trading communities by shielding complexity from rapidly changing standards, eliminating manual and duplicative processes and enabling the highest levels of B2B integration and collaboration.

#### **About UDEX**

UDEX is a leading provider of product data quality (PDQ) services; the company offers proven solutions that provide retailers and suppliers with continuously complete, consistent and accurate product data. UDEX customers comprise greater than 1,800 of the world’s most respected retailers and suppliers. The company is headquartered in the United Kingdom, with further offices in the United States. For more information, please visit the UDEX Web site at [www.udex.com](http://www.udex.com).

#### **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 Trading Grid<sup>SM</sup> 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, the Middle East and Africa and Asia Pacific regions. GXS can be found on the Web at [www.gxs.com](http://www.gxs.com).

1 CapGemini “*Internal Data Alignment: Learning From Best Practices*” May 2004.

2 AMR Research “*The Many Paths to Data Quality*” by Bill Swanton, September 2006.

*All products and services mentioned are trademarks of their respective companies.*

###

#### **Media Contact:**

Larry De’Ath  
GXS Corporate Communications  
+1 (301) 340-4519  
[Larry.DeAth@GXS.com](mailto:Larry.DeAth@GXS.com)

Ian Smith  
UDEX  
+44 1633 225356  
[Ian.Smith@UDEX.com](mailto:Ian.Smith@UDEX.com)