



IN THE NEWS

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BB&T Selects GXS Managed Services to Power B2B Transactions

GXS Solution Streamlines Electronic Banking Transactions Increasing Business Banking Efficiency

GAITHERBURG, Md. — November 29, 2005 — GXS, a leading provider of business-to-business (B2B) e-commerce solutions, today announced that Branch Banking and Trust (BB&T) has deployed GXS Managed Services for the management of its B2B financial transactions. Complementing its existing payment services, BB&T's Treasury Management team is launching a highly-integrated electronic commerce solution using GXS Managed Services to exchange payables and receivables information with its business clients. The solution will reduce manual business processes, improve transaction monitoring and increase efficiency for both BB&T and its clients.

With a strong focus on client satisfaction and a broad base of business customers, both large and small, BB&T strives to reduce business banking complexity for customers and to meet clients' needs for automated solutions that can be easily integrated with internal accounting systems. As such, BB&T plans to unveil a new electronic commerce solution with an emphasis on automating its clients' payables and receivables, thus streamlining financial information throughout the supply chain. GXS Managed Services will support the processing of these financial transactions conducted in various formats and communication protocols. GXS provides document translation in a wide variety of standards and application formats, converting proprietary formats for export or import into other systems. As a result, BB&T's treasury management clients can receive files in application-specific formats such as SAP, Oracle or JD Edwards, or vertical industry-specific formats such as EDI, CIDX, PIDX, RosettaNet and AS2.

“At BB&T, we have a clear understanding that clients deserve a structured and comprehensive solution where we can demonstrate specific improvements across their entire payments spectrum. We required a solution provider with proven experience in the financial services market that would make transaction processing transparent and secure for our clients,” said Mark Schuch, vice president, BB&T Treasury Management. “With its strategic suite of electronic commerce products, GXS inarguably has the strongest outsourced B2B solution. Our partnership with GXS will drive our ability to respond quickly to our clients' needs to improve business processes, by eliminating obsolete manual and paper-based elements of their payments process.”

GXS has more than 18 years experience and more than 100 clients using GXS Managed Services around the world, including AMI Semiconductor, 7th Online, Eight O'Clock Coffee, Exel Consolidated Services, National Instruments, OFS Portal and Thomson Consumer Electronics. As a key component of GXS Trading GridSM, the world's largest

trading community, GXS Managed Services allows customers to maintain full internal control of their IT investments and existing infrastructure, while outsourcing the day-to-day management and monitoring of B2B e-commerce transactions. Organizations that use GXS Managed Services are empowered to free up internal resources to focus on core business objectives, reduce costs and fill gaps in a customer's internal expertise.

“Today, an increasing number of financial institutions are expanding their use of B2B e-commerce technologies to better serve business clients,” said Steve Keifer, vice president of industry solutions and product marketing at GXS. “We understand the unique challenges faced by financial institutions, and the need to get product solutions to market quickly and efficiently. By partnering with GXS, BB&T is immediately positioned to enhance its suite of treasury management services and respond more quickly to their clients' evolving needs.”

With 100 percent of Fortune 500 banking and savings institutions as customers, and more than 250 global financial services companies in Brazil, Europe and Asia-Pacific, GXS has a solid track record of delivering B2B solutions to the financial services industry. Leading financial services institutions like Bank of Montreal, BB&T, and Royal Bank of Canada rely on GXS Managed Services to achieve a competitive advantage in this dynamic market segment.

According to a recent report from Yankee Group¹, “Managed services providers can help organizations lower the cost to serve customers and suppliers, and ensure they can meet the changing requirements of their trading partner community. They are a faster and more cost-effective option for deploying B2B e-commerce to a wide trading partner base due to their expertise, experience, existing network and shared infrastructure. By addressing the fundamental obstacle in deploying effective B2B e-commerce (i.e., serving as an intermediary to establish technical and process agreements between unique and heterogeneous organizations), B2B managed service providers are emerging as a viable and effective option for enabling B2B e-commerce within and across trading partner communities.”

About BB&T

Currently the ninth largest financial holding company in the nation with more than \$107 billion in assets, BB&T offers a comprehensive line of financial services including insurance, capital markets, investments and retail brokerage, international banking and treasury management. BB&T is rated as the No. 1 small business-friendly bank in the nation by the U.S. Small Business Administration, and recently received an overall “Excellent” rating for client satisfaction with cash management services in an independent customer survey conducted by Greenwich Associates.

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 GXS Trading GridSM to achieve the perfect balance between supply and demand. Active in the global standards arena, GXS solutions enable 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.

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

Yankee Group, *Emerging Demand for B2B Managed Services, Hosted Integration and Outsourcing*, November 8, 2005, Tara Pottebaum

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