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GXS Unveils New Global Partner Program

Partner Grid Launch Includes Leading Strategic, Technology and Solution Partners

GAITHERSBURG, Md. — Sept. 28, 2004 — Continuing its commitment to deliver business process networking solutions for customers, Global eXchange Services (GXS) today unveiled the Partner Grid Program. Partner Grid brings together complementary strategic, technology and solutions partners whose products and services extend the value and reach of GXS solutions and enhance the opportunities for GXS customers to solve new business problems.

Partner Grid launch partners include Bar Code Solutions, 7th Online, Edisoft, EPC Solutions, Hitachi Systems and Services, Matrics, PureEdge Solutions, TradeBeam and Verisign. By partnering with these leading companies, GXS accelerates its ability to provide additional industry-specific solutions, capabilities and resources to customers. The launch coincides with the unveiling of Trading GridSM, GXS' innovative platform to speed and simplify global integration.

“GXS is committed to providing the leading business solutions platform to organizations of all sizes to develop and manage feature-rich, robust supply chain applications,” stated Bobby Patrick, senior vice president of marketing and chief marketing officer. “Extending the value of our unique Trading Grid platform, Partner Grid allows us to provide new supply chain solutions in areas such as Vendor Managed Inventory, Collaborative Planning and RFID.”

Partner Grid Program Overview

As part of the program, GXS will partner with the world's leading technology specialists to provide customers with software, hardware, and consulting and implementation services that complement GXS industry-leading solutions. Partner Grid features partners in three distinct categories:

- *Strategic Partners* – Includes leading technology, consulting and system integrators that bring unparalleled depth to solutions across multiple industries and multiple technologies.
- *Technology Partners* – Includes leading hardware and software technology providers that work with GXS to develop and deliver value-added business solutions for GXS customers.
- *Solutions Partners* – Includes referral agents and resellers for service and software solutions to create the highest quality distribution channels to serve GXS' global customers.

Partner Grid program benefits include:

- *Expanded Business Opportunities* – GXS' global distribution channel and customer roster of over 30,000 companies offer real opportunities to Partner Grid companies. GXS will package Partner Grid technology partner solutions within their portfolio and market these joint solutions appropriately through their global sales channels and customer base.
- *Increased Market Exposure* – Joining Partner Grid allows companies to package their solutions with GXS' industry leading supply chain solutions or leverage the GXS global channel to reach an established global community.

- *Joint Strategic Sales and Co-Marketing Programs* – Companies that join GXS’ Partner Grid program have access to partner-centric marketing support. Depending on the partner’s commitment to the program, Partner Grid offers dedicated channel management, sales training and collateral, and product workshops. In addition, GXS works with its technology and strategic partners to develop integrated marketing communications plans designed to maximize the business opportunity.

Partner Grid References

Partner Grid technology partner, TradeBeam, provides supply chain applications to help companies automate the management of global procurement. “Joining GXS’ Partner Grid program not only expands our channel for sales and product distribution, but it also allows us to work with one of the leading collaboration and supply chain vendors in the market today. GXS raises the bar for the industry in terms of global reach, support and partnership benefits,” said Duncan Jackson, vice president of marketing at TradeBeam.

Partner Grid program also plays a pivotal role in helping GXS serve large and small customers jointly and distinctly. The program includes establishing a network of small and medium-size business solution partners. These partners receive GXS sales training, collateral and marketing support to bring GXS solutions to their customers. Several businesses have joined Partner Grid solutions program including 123 EDI, Creative Data Research, Data Communication Solutions, EDI Options and SWK Technologies.

“We joined GXS’ Partner Grid program so that we could have a solution to our customers supply chain automation needs,” Jeff Roth, CEO of SWK Technologies. “We selected GXS for its proven supply chain solutions, global presence and commitment to respond to our business needs.” SWK provides integration solutions to accountancy packages and is part of the Trey Resources portfolio of technology companies.

For more information on Partner Grid, visit www.gxs.com/PartnerGrid

About GXS Trading Grid

Global eXchange Services Trading GridSM is a globally-accessible, real-time platform for business process networking. 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. Through direct integration with GXS’ Trading Grid, both large and small customers can extend existing ERP investments and cost-effectively achieve new levels of collaboration and business success. For more information on Trading Grid, visit www.gxs.com/TradingGrid.

About GXS

Global eXchange Services (GXS) is a leading worldwide provider of B2B e-commerce solutions that simplify and enhance business process integration and collaboration. Organizations worldwide, including over half of the Fortune 500, leverage the Global eXchange Services Trading GridSM to achieve the perfect balance of 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.

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Caution Concerning Forward-Looking Statements

This document includes certain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from these expectations due to changes in global political, economic, business, competitive, market and regulatory factors. These factors include technological developments, customer demand, trading partner participation and network availability.

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