



# IN THE NEWS

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## **Global eXchange Services Unveils Trading Grid<sup>SM</sup> to Accelerate Cross-Enterprise Business Process Solutions**

*Trading Grid to Serve Businesses Large and Small by Shielding Integration Complexity and Simplifying Collaboration*

**GAITHERSBURG, Md. — Sept. 28, 2004** — Ushering in a new era of integration solutions, Global eXchange Services (GXS) today launched Trading Grid<sup>SM</sup>, a real-time platform developed exclusively to enable and streamline cross-enterprise business processes. As one of the world's largest electronic business communities – serving over 30,000 businesses worldwide – Trading Grid offers unique capabilities that ensure synchronized product and price information, optimize inventory levels and demand forecasts, speed the overall execution of supply chains, and ultimately provide true end-to-end business process visibility.

Outlining the barriers to successful B2B integration, Gartner research analyst Benoit Lheureux detailed recently at an industry conference presentation that “most B2B trading partner interactions are still rather simple (for example, simply exchanging electronic documents), but many interactions are becoming increasingly sophisticated (such as including data transformation, validation and notification services). Although more complex B2B interactions are useful and desirable, they can't be implemented without first having a basic B2B infrastructure. Most trading communities still don't have more than 10 percent of their trading partners connected electronically, which undermines the potential for implementing higher-value services such as data validation and notification services.” Gartner, Inc., “Integration as a Service - When You Don't Want to Do 'IT' Yourself,” Benoit Lheureux, May 17, 2004.

To address these barriers, GXS designed and developed Trading Grid to combine the reliability and best practices of its Value-Added Networks (VANs) with the speed and agility of the Internet. While VANs primarily move data, Trading Grid provides capabilities that get more out of the data and manage an overall business process. Trading Grid includes the following key components that accelerate this new business process networking capability:

- Global messaging services that provide real-time information flow between partners anywhere in the World;
- Improved access methods that simplify business enablement, from multi-lingual Web-based access options to direct ERP integration *via* Web Services adapters;
- Central data stores to virtually and securely aggregate high-volumes of trading community data;
- Hosted Trading Grid intelligence services to provide unique business insight into processes, performance and exceptions; and
- Hosted Trading Grid application services to manage and orchestrate specific cross-enterprise business processes, such as managing orders and reconciling invoices.

In today's global economy, goods and services are typically sourced and manufactured from regions all over the world. As a result, companies have invested in the use of VANs to facilitate the exchange of goods faster and more cost-effectively throughout a supply chain. Globally, the majority of businesses still have not participated in business-to-business automation. And, for the companies that do participate, they are still faced with a high percentage of incomplete orders and inaccurate data due to human error and the lack of automation *between* sequential business documents, such as purchase orders and invoices.

“With the goal to ensure No Trading Partner Left Behind and to offload the burden of integration complexity and process integration for our customers, GXS’ Trading Grid provides a key foundation for the future of integration,” says Gary Greenfield, president and CEO. “Our investments in Trading Grid over the past year have resulted in a highly-reliable global infrastructure, unique management capabilities, and new scalable applications services that together provide an innovative approach to not only achieving broad business partner enablement but also true business partner collaboration.”

### **Examples of Business Solutions ‘On the Grid’**

Whether a retailer seeks ‘The Perfect Order’, a consumer goods manufacturer seeks direct-store-delivery price-promotion-invoice synchronization, or a high-technology manufacturer desires to implement inventory by consignment with a partner, GXS’ Trading Grid provides the capabilities and reach to fulfill today and tomorrow’s most demanding business challenges.

Retailers can use Trading Grid to track international shipments as inbound goods flow through networks of marine, air, rail and ground transportation. As a result of this increased visibility, retailers can optimize sales through better product mix and promotion planning.

“We are excited about Global eXchange Services vision for business process networking,” said Kevin McGee, business-to-business IT technical lead at Borders Group, Inc. “Our e-commerce needs are rapidly evolving and we expect that Trading Grid will help us move beyond simply connecting with trading partners to truly engaging with them to collaboratively manage business processes.”

High-Technology Manufacturers can use Trading Grid to proactively and cost-effectively manage inventory at a customer’s location. Manufacturers benefit through real-time views to accurately influence replenishment decisions. Both manufacturers and customers benefit by avoiding stock-outs and reducing on-going costs.

“The process for receiving and posting invoices and determining invoice accuracy presents a constant challenge for Rohm and Haas,” said Bruce Morris, manager of trading partner integration for Rohm and Haas. “GXS’ Trading Grid allows Rohm and Haas to fully automate the process and improve the overall quality of supplier invoices. This allows both Rohm and Haas and its suppliers to focus on improving the delivery of chemical goods and services, rather than administrative tasks. “

### **Enhanced by Partners ‘On the Grid’**

GXS Trading Grid is launched in conjunction with the company’s global partner program, the GXS Partner Grid. GXS Partner Grid enables strategic, solution, and technology partners to leverage the Grid to build innovative, customizable solutions for customers. Launch partners for Trading Grid announcement include Verisign, PureEdge Solutions, TradeBeam and many more. (see GXS Unveils New Global Partner Program – <http://www.gxs.com/PartnerGrid>)

### **About GXS Trading Grid**

Global eXchange Services Trading Grid<sup>SM</sup> 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](http://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 Grid<sup>SM</sup> 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](http://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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