



IN THE NEWS

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GXS Positioned in the Leaders Quadrant in Integration Service Providers Magic Quadrant *Evaluation Based on Ability to Execute and Completeness of Vision*

GXS, a leading provider of business-to-business (B2B) e-commerce solutions, today announced that it has been positioned in the Leaders quadrant in Gartner's *Magic Quadrant for Integration Service Providers*.¹ Recently published by Gartner, Inc., a leading worldwide research and advisory firm, the report evaluated 14 vendors in the integration service provider market based on their ability to execute and completeness of vision.

According to the report, "leaders must have a critical mass of users (community) in selected industries; a comprehensive and compelling service offering vision; a significant geographic reach (or be likely to establish one); secure, reliable and efficient hosted integration service operations; sustained profitability (or likely to establish it); and strong account management and customer loyalty. They must also be regularly on organisations' shortlists for new B2B projects and be agents of change to the evolving market segment."¹

"For growth-oriented businesses seeking to capitalise on the benefits of globalisation, or to better serve customers, successful B2B integration is proving to not only be a key requirement, but an important differentiator. Over the past several years, Integration Service Providers have made significant investments creating entirely new propositions, such as B2B Project Outsourcing, which are offering customers new options versus expensive, do-it-yourself integration solutions," said Bobby Patrick, chief marketing officer of GXS. "Our investments in GXS Trading Grid continue unabated with new options for availability, real-time direct-to-ERP integration services, innovative dashboards for visibility, composite applications for industry-specific processes and tools to simplify small-and-medium business enablement. GXS remains the provider of choice for companies seeking to streamline their trading partner networks and turn them into manageable and profitable components of their businesses."

B2B integration is a necessary and beneficial business function that crosses vertical industry and geographic barriers, and leads to greater business process efficiency and profitability. With an unmatched global presence, GXS serves small and medium sized businesses in nearly 40 countries and enterprises in every major industrialised nation. GXS' range of software-as-a-service (SaaS)-based solutions enable businesses to integrate with one another seamlessly regardless of technical capability or knowledge, standard or protocol used, spoken language or currency. GXS Trading Grid[®] provides the platform for real-time, B2B integration, enabling customers around the world to manage supply and demand, gain visibility into logistics networks and order-lifecycles, mirror financial supply chains with physical supply chains and reduce dependency on manual processes in the supply chain.

The Gartner report went on to say, “In 2007, companies spent more than \$1.5 billion on IaaS and B2B project outsourcing services. They will spend much more in the next five years. Given their growing spending on such B2B services, companies should be aware of how the B2B market is evolving to maximise their ability to take advantage of B2B services in their B2B projects.”

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. As the world’s largest electronic business community, GXS Trading Grid is used by more than 35,000 customers to exchange goods and services, gain visibility into global logistics operations and to synchronise product data. 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 GXS

GXS is a leading global provider of B2B e-commerce solutions that simplify and enhance business process integration and collaboration among trading partners. Organisations worldwide, including 75 percent of the Fortune 500, leverage the on-demand services on GXS Trading Grid® to extend supply chain networks, optimise product launches, automate warehouse receiving, manage electronic payments and gain supply chain visibility. GXS Managed Services, GXS’ B2B outsourcing solution, empowers customers with the expertise, technical infrastructure and program support to conduct B2B e-commerce with trading partners globally.

Based in Gaithersburg, Md., GXS has an extensive global network and has local offices in the Americas, Europe and Asia-Pacific regions. GXS can be found on the Web at www.gxs.co.uk.

About the Magic Quadrant

The Magic Quadrant is copyrighted May 2008 by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner's analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

1 Gartner, Inc., “Magic Quadrant for Integration Service Providers,” by Benoit J. Lheureux and Paolo Malinverno, May 28, 2008.

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