

# GXS GridConnect—An Embedded Integration Partner Program

## Integration in the Cloud Drives Adoption and New Sources of Value

The widespread consensus today among industry analysts and business pundits is that the cloud computing model is here to stay. Industry experts predict that cloud computing is reshaping the way we do business and will become the new mainstream platform driving extraordinary growth and innovation.

As a provider of software and SaaS solutions, your organization may find itself challenged with how to leverage and scale to meet the growing demand of the cloud computing model. Embracing a cloud model will help drive growth, increase market penetration and provide competitive solutions. However, as cloud adoption continues to grow, the realities of scaling for greater capacity or on-boarding new customers are significantly complex and not without risk. And time-to-revenue is heavily dependent on speed-to-implementation. That's why companies are embracing integration cloud platforms to help them accelerate business partner integration and provide new sources of value to customers faster and easier. You can build your own platform or, as Gartner advises, "you can partner with a service provider to deliver your software as a service or to build services on top of your software and then deliver those."<sup>1</sup>

## Expand Your Business to the World's Largest Integration Cloud Platform for B2B e-Commerce

GXS GridConnect, an Embedded Integration Partner Program, is designed specifically to enable independent software vendors (ISVs) and SaaS providers to accelerate SaaS adoption, trading partner on-boarding and deliver new sources of value to customers quickly through direct integration between their existing supply chain solutions and GXS Trading Grid®—the world's largest integration cloud platform for B2B e-commerce. This platform supports the full B2B e-commerce and supply chain lifecycles with paramount degrees of security, visibility, reliability, and scalability.

## GXS Trading Grid—An Integration Cloud at Your Service

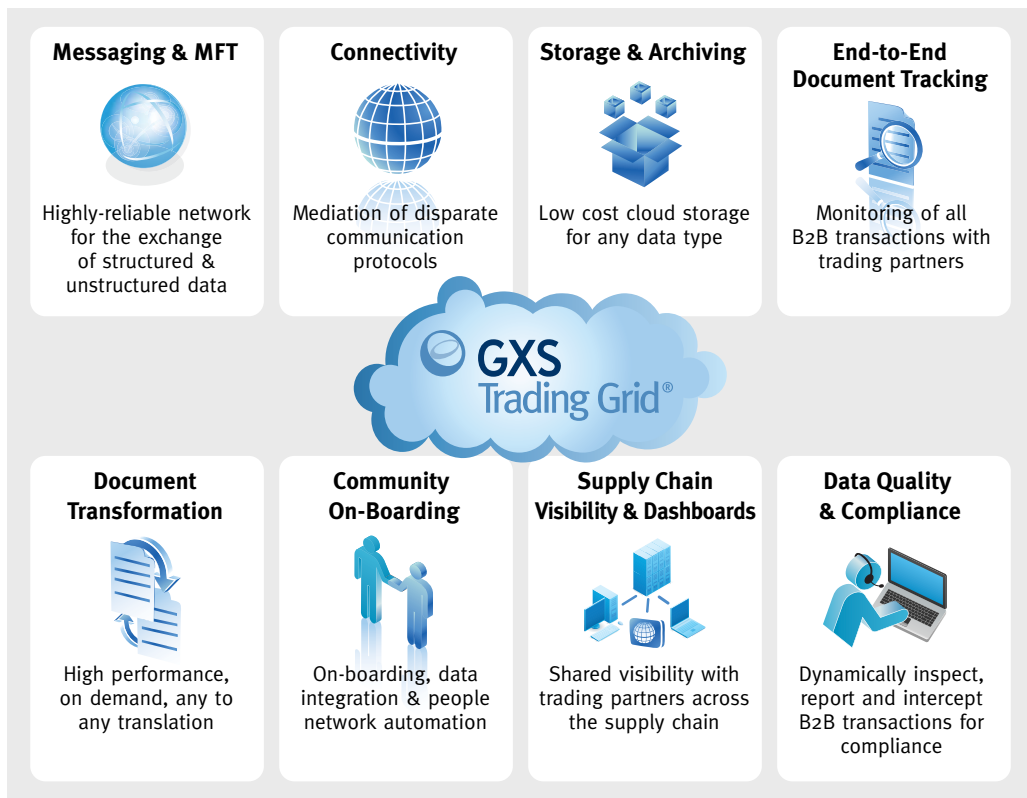
By embedding GXS Trading Grid with your SaaS, hosted and on-premise solutions, your customers will be immediately connected to 150,000 trading partners worldwide and a myriad of value-added B2B cloud services that power the information supply chain. When you partner with GXS, you gain the ability to on-board trading partners faster and offer competitive, leading-edge cloud-based B2B services. At the same time, your customers gain high-value, tightly integrated solutions that provide complete end-to-end supply chain integration in the cloud.



### POWERED BY GXS TRADING GRID

- Pre-existing connections to 150,000 trading partners
- High availability and scalability
- Secure, reliable connectivity and transport
- End-to-end tracking and supply chain visibility
- Community on-boarding and collaboration in the cloud

<sup>1</sup> Daryl Plummer, "Delivering Cloud Services: ISVs – Change or Die or both," Gartner (blog), November 6, 2008, [http://blogs.gartner.com/daryl\\_plummer/2008/11/06/delivering-cloud-services-isvs-change-or-die-or-both/](http://blogs.gartner.com/daryl_plummer/2008/11/06/delivering-cloud-services-isvs-change-or-die-or-both/)



The GridConnect Partner Program enables you to leverage any or all of these cloud-based services based on your unique business needs.

- **Packaged Integration**—Gain seamless integration between your SaaS and on-premise platform to GXS Trading Grid. This includes pre-defined maps and adapters that provide robust interoperability and direct connectivity between your customers and their trading partners.
- **Messaging and Managed File Transfer Services**—Provide your customers with access to a secure, highly reliable network to quickly create and exchange structured and unstructured business documents. GXS provides seamless interoperability with support for network protocols such as FTP, MQ Series Gateway, RNIF, AS2 and document exchange standards such as EDI, XML and RosettaNet.
- **End-to-End Document Visibility**—Enable your customers the ability to monitor—end-to-end—each B2B transaction exchanged with trading partners throughout the entire document lifecycle.
- **Enterprise Community Management**—Help your customers connect to your supply chain solution quickly and efficiently with best-in-class community management through global on-boarding services, business to business collaboration solutions, social style networking, technical support and change management.
- **Data Quality & Compliance Services**—Give your customers the option to drive improved data quality and business process integrity by automatically monitoring

in-flight data and identifying errors within individual transactions and across long-running business processes.

## Partner with a Recognized B2B Integration Services Leader

As a GXS partner, you'll work with an industry recognized leader and the largest integration cloud provider for B2B in the world. GXS provides seamless integration between your SaaS and on-premise platform to GXS Trading Grid. This allows you to generate new sources of revenue by offering any customer—of any size and in any location—value added cloud services that complement your current solutions.

GXS provides partners with world class support to meet business needs. Flexible pricing options, easy integration methods, technical expertise, and joint promotional activities including shared marketing funds are all available to GridConnect partners.

## Become a GXS GridConnect Partner

For additional information and to participate in the GXS GridConnect Embedded Integration Partner Program, simply email [GridConnect@gxs.com](mailto:GridConnect@gxs.com) or go to [www.gxs.com/company/partners](http://www.gxs.com/company/partners).

### GXS GRIDCONNECT PARTNER BENEFITS

**GXS GridConnect Embedded Integration Partner Program provides a partnership for balancing risk while fostering innovation, growth and customer value.**

- Share the risk of cloud adoption
- Enjoy ease of deployment and faster time-to-value
- Drive new sources of revenue— with minimal investment
- Offer competitive, cost effective cloud solutions
- Expand your offerings from large to SMB customers

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#### About GXS

GXS is a leading provider of B2B e-commerce solutions and operates the world's largest and most expansive network of integrated business communities. The company's software and services simplify and enhance businesses process integration and collaboration among networks of trading partners. Organizations worldwide, including more than 75 percent of the Fortune 500, use GXS solutions to extend their supply chain networks, optimize product launches, automate warehouse receiving, manage electronic payments and gain supply chain visibility. Based in Gaithersburg, Maryland, GXS has operations and offices around the world. For more information, see <http://www.gxs.com>, <http://blogs.gxs.com> and <http://twitter.com/gxs>.