

Overview of GXS Products

GXS offers a comprehensive suite of B2B e-commerce products to meet the needs of companies ranging from large, multi-national enterprises to small, entrepreneurial startups. Our offerings include an EDI network, managed services, integration software and SaaS applications. GXS products are categorized into five families: Transact Messaging, Expert Operations, Direct-to-Enterprise Integration, Direct-to-Desktop Integration and Active Applications.

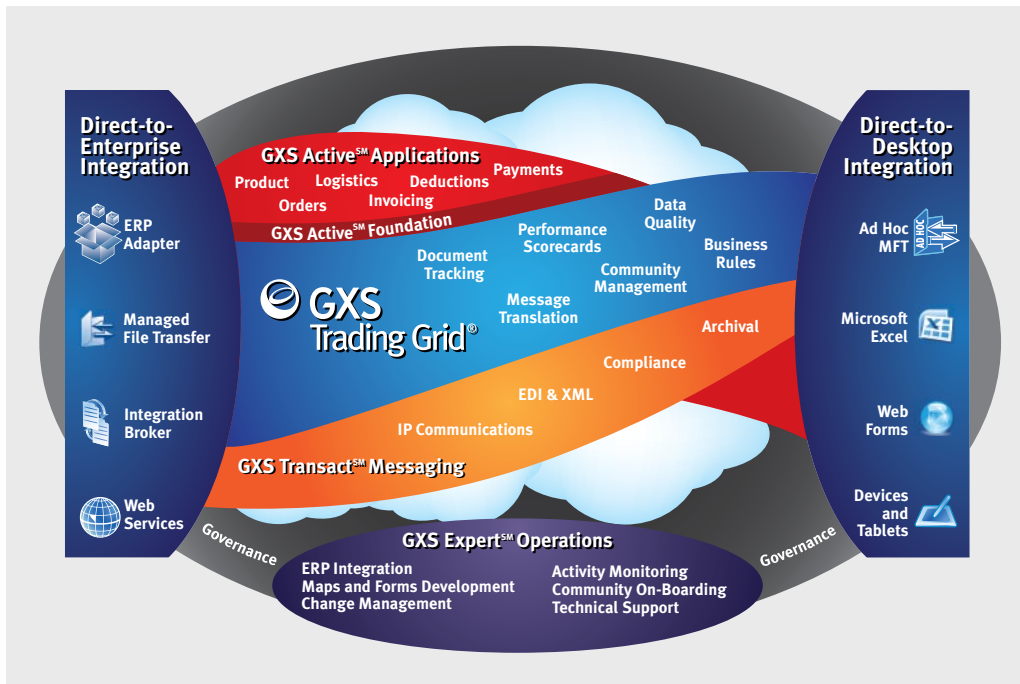


GXS Trading Grid®

All the hosted and network-based products are built on our cloud-based integration platform—GXS Trading Grid. The Grid features a number of common services, such as message translation and data quality, that can be accessed by any of the product applications. Connecting to the Grid grants access to the world’s largest electronic business community. Over 400,000 businesses in 50 countries use the Grid every day to facilitate the transfer of goods, money and information with their customers, suppliers and service providers.

SINCE 2004, GXS HAS INVESTED OVER \$250M IN BUILDING:

- Cloud computing platform in our data center
- Service-oriented architecture (SOA) for our products
- Suite of software-as-a-service (SaaS) applications



Transact Messaging

GXS Trading Grid provides a secure, scalable, highly reliable platform for the exchange of transactions, such as purchase orders, shipment notices, commercial invoices and payment instructions, within a community of business partners.

- **IP Communications**—Exchange data using a variety of Internet communication standards such as AS2, AS3, SFTP, FTPS. Private connectivity options such as Bisync and X.400 are also supported. Additionally, GXS offers protocol mediation, which means that your business partners do not need to use the same connectivity model as you.
- **EDI and XML**—Exchange standards-based EDI and XML messages. GXS supports all the popular standards including ANSI X.12, EDIFACT, Tradacoms and EANCOM. You can also share other types of data such as point-of-sale transactions or check images.
- **Compliance**—The Grid is designed and operated with a rigorous level of security and process controls. GXS operations are designed based upon the ITIL principles. Our services are SAS 70 Level II (soon to be ISAE 3402 and SSAE 16) and SysTrust certified. Additionally, GXS offers a PCI DSS compliant environment for customers processing payment card transactions.
- **Archiving**—Store copies of B2B e-commerce transactions for up to ten years. Upon request, GXS can reprocess archived transactions, the documents into your enterprise applications or those of your business partners. Alternatively, copies of archived data can be reproduced for audit purposes.
- **Third Party Network Interoperability**—The Grid connects to various third party cloud-based B2B integration networks such as ANX, ENX, JNX, IVANS, AAMVAnet, PubNet and B2Boost. We have established Interconnect agreements with the leading EDI networks such as IBM Sterling Commerce, EasyLink and SPS Commerce. GXS also provides interoperability to SWIFT, which connects to over 9,000 financial institutions in over 200 countries.

Shared Services

All applications on the Grid leverage shared components using a service-oriented architecture (SOA). The shared services range from identity, context and accounting to message translation, document tracking and data quality. Applications share content repositories that contain trading partner profiles, configurable business rules and a centralized data store.

- **Message Translation**—The Grid performs on-network translation of message standards and file formats. We can extract data from your enterprise applications in formats such as SAP IDoc or Oracle TIF, then convert it into standardized messages such as EDI, XML or SWIFT. Our message translation services enable you to send and receive messages using a single standard while enabling your business partners to receive messages in their preferred format.
- **Data Quality**—Trading Grid offers a data quality and compliance service designed to improve the accuracy, completeness and timeliness of electronic transactions. The data quality service enables you to proactively track “in-flight” transactions and pro-

NETWORKING PROTOCOLS SUPPORTED:

- FTP/VPN
- Secure FTP
- FTP Push
- AS2
- OFTP
- HTTP/S
- IBM MQ Series
- AS3
- SOAP
- X.400
- Dial PPP
- ISDN
- SNA mainframe integration
- Asynchronous dial-up
- Bisynchronous dial-up
- ANX, ENX, JNX
- SWIFT
- VAN Interconnects

MESSAGING STANDARDS AND FILE FORMATS SUPPORTED:

- EDIFACT
- Tradacoms
- ANSI EDI
- EAIJ
- EANCOM
- SAP IDoc
- Oracle TIF
- OAG XML
- Odette
- RosettaNet
- BASDA XML
- SWIFT MT
- ISO 20022 XML
- Microsoft Excel (CSV)

cesses against business and compliance rules. Data quality errors can be quarantined or simply logged.

- **Document Tracking**—GXS ActiveSM Documents enables status tracking for each individual message sent through the Grid. A web-based interface enables you to determine if a trading partner received a message. Active Documents also provides visibility into the transaction lifecycle of a document as we perform mapping, validation or error processing.
- **Performance Scorecards**—Buyers can track Key Performance Indicators (KPIs) such as delivery punctuality, ASN timeliness and order acceptance. Fill rates can be tracked at the line, order, value and unit levels. As a result, end-users gain access to historical information necessary to make decisions about supplier performance.
- **Community Management**—The Grid offers tools to facilitate the ramping of suppliers and on-boarding of customers. Using our RollStream community management platform, we can market new B2B e-commerce programs to your business partners. You can then track your business partners' activity as they move through multiple phases of implementation.
- **Governance**—GXS provides reports that measure actual performance and availability of services. Our TeamBook application tracks fulfillment of completion of change requests for new maps or trading partner connections against contracted service level agreements.

Expert Operations

Expert Operations services allow you to engage GXS as a partner to help manage the day-to-day activities such as mapping, on-boarding, monitoring and technical support. Our B2B experts can perform one or all of the following on your behalf:

- **ERP Integration**—GXS will work with your application architecture team to devise the optimal approach for ERP connectivity. We have extensive experience aggregating, collecting, distributing and synchronizing data with various modules and versions of SAP, Oracle and JD Edwards applications.
- **Community On-Boarding**—We can perform on-boarding of business partners such as customers, suppliers, distributors, logistics providers and financial institutions on your behalf. Our team of experts will provide marketing, education and consultation to your business partners. We will also provide support as they step through the connectivity, implementation and testing processes.
- **Map and Forms Development**—Our team of experts will gather document specifications, develop physical maps/forms, then perform unit and integration testing. We can develop maps for any industry standard message including EDI and XML or structured file format. GXS supports a variety of complex mapping scenarios ranging

GXS GLOBAL REACH

- Employees and offices in 20 countries on five continents
- Multi-tiered technical support in 15 different languages
- Technical support and/or sales in an additional 30 countries through partner networks
- Centers of Excellence in Austin, Texas; Bangalore, India and Manila, Philippines

from cloning to file merging and splitting. We can develop forms to represent any paper or electronic document.

- **Activity Monitoring**—GXS can monitor your B2B infrastructure and trading partner communications on your behalf. Our staff will proactively identify, troubleshoot and resolve exception scenarios. Technical errors can usually be resolved independently by GXS.
- **Technical Support**—GXS can provide 24x7 call center support, troubleshooting and problem resolution. Support is offered in numerous time zones around the world. We offer multiple tiers of support that can provide troubleshooting and problem resolution in 15 different languages.
- **Change Management**—GXS can provide ongoing change management as your internal application infrastructure and external business partner ecosystem evolve. We can program manage the B2B aspects of activities ranging from mergers and international expansions to ERP upgrades and legacy system migrations.
- **Data Center Operations**—GXS can perform all the day-to-day management of the B2B infrastructure including systems health monitoring, data backups, network management systems administration, database management and application support.

Direct Integration

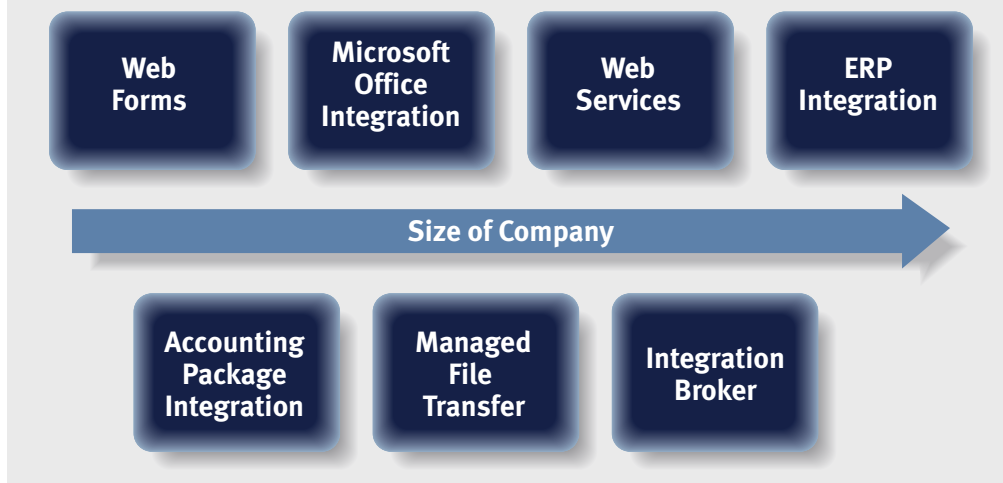
GXS Direct Integration suite provides a wide range of options for businesses of all sizes to connect to the Grid. The suite is divided into two categories. Direct-to-Enterprise Integration provides options for straight-through processing between applications. Direct-to-Desktop Integration provides options for semi-automated integration activities initiated by you or your trading partners.

Direct-to-Enterprise Integration

Our Direct Integration suite includes a software portfolio featuring specialized B2B integration gateways, high-performance translation servers, managed file transfer and desktop EDI translators.

- **B2B Gateways**—GXS Enterprise Gateway and GXS BizManager® are both behind-the-firewall, licensed integration software applications. Unlike traditional middle-ware and integration products, our B2B Gateways are specifically designed for the unique needs of multi-enterprise, B2B data flows. Both offer data transformation software to support any-to-any mapping and data translation.
- **Managed File Transfer (MFT)**—GXS offers a licensed, software product designed exclusively for secure and reliable file exchange. MFT can be used to exchange large files, such as CAD/CAM diagrams, document images or marketing collateral, with business partners worldwide.

Direct Integration Option for GXS Trading Grid



The Direct Integration suite also includes cloud-based options for connecting your enterprise applications directly to the Grid.

- **Integration to ERP**—GXS offers pre-packaged adapters to popular accounting and ERP applications ranging from Quickbooks to Sage and MYOB. Additionally, GXS can configure direct connections to globally deployed, multi-instance SAP and Oracle applications.
- **Web Services**—GXS publishes a web services interface that enables customers to upload and download messages from the Grid.

Direct-to-Desktop Integration

GXS offers a number of options for small- and medium-sized businesses that frequently lack the budget, resources and expertise to implement B2B e-commerce technologies.

- **Intelligent Web Forms**—GXS can enable your suppliers and customers to send, receive, turn around, create and manage B2B transactions using a secure website. There is no software to license or install. Any user with a PC and a web browser can use Intelligent Web Forms with minimal training.
- **Trading Grid for Excel**—Enables users to create electronic documents such as purchase orders or invoices from within Microsoft Office. Using a lightweight client application installed to the dynamic ribbon bar of Excel, users can send or receive B2B transactions.

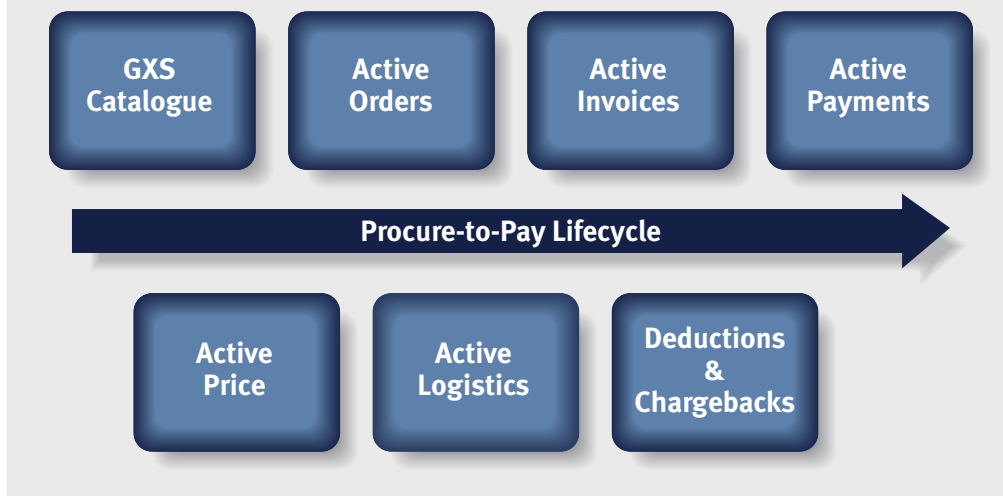
GXS also offers options for end-users at both large and small companies to directly exchange B2B transactions and monitor activities from any device.

- **Ad Hoc MFT**—Using a web browser, end-users can upload multiple files for transmission via a secure, high performance link. Ad hoc MFT offers guaranteed delivery for files up to multiple gigabytes in size that cannot be effectively transmitted through email.

INTELLIGENT WEB FORMS FACTS:

- Over 17,000 users depend upon GXS Intelligent Web Forms to exchange data with customers and suppliers
- Intelligent Web Forms is available in 12 different languages including Chinese and Russian

Active Applications Suite on GXS Trading Grid



- **Devices and Tablets**—Enable end-users to access our Active Applications and administrative tools via smart phones and tablets. Access via mobile devices provides end-users the ability to obtain order status, trouble ticket entry and service performance while away from the office.

Active Applications

GXS ActiveSM Applications is a suite of software-as-a-service (SaaS) products that provides better visibility and collaboration between customers, suppliers and business partners. GXS Active Applications are complementary to your existing ERP systems and enterprise applications. Our applications are built upon the Active Foundation platform, which offers a framework for rapid development of SaaS offerings.

- **Product & Price Management**—GXS Active Price and Catalogue services enable you to share product, price, marketing and packaging data with supply chain partners. You can aggregate your product master data behind the firewall, synchronize item data with trading partners and communicate price changes through your value chain.
- **Supply Chain Visibility**—GXS Active Orders and Active Logistics enable you to track the lifecycle of a purchase order or a specific shipment. GXS can provide real-time visibility to activities such as PO acknowledgment, in-transit logistics and warehouse receiving. Visibility enables you to detect critical supply signals such as shipment or manufacturing delays, and demand signals such as a sudden increase in sales or a shortage of in-store inventory.
- **Invoicing & Payments**—Reduce inefficiencies in the invoicing and payment processes by digitizing document exchange, automating matching processes and enhancing visibility to payment status. Our Active Invoices service enables you to comply with country-specific requirements for digital signatures, document archiving and content

ACTIVE APPLICATIONS SUPPORT COMPLEX SUPPLY CHAIN MODELS

- Vendor Managed Inventory
- Direct-Store-Delivery
- Cross-Docking
- Drop Ship
- Evaluated Receipts Settlement

validation. Active Payments provides a centralized application for aggregating, consolidating and routing all corporate payments to financial institutions.

- **Deductions and Chargebacks**—Deduction management enables retailers to automatically capture and recover deductions related to shipping and order fulfillment without a time-consuming research process. Chargeback avoidance provides suppliers with the ability to identify potential performance penalties related to non-compliance with retailer business rules.

Managed Services Approach

GXS products can be combined in various permutations to offer a comprehensive B2B Managed Services program. GXS will provide hosted B2B integration capabilities in the cloud so that you do not need to purchase or manage complex B2B gateway software. GXS Managed Services will perform the day-to-day B2B integration activities on your behalf including map development, partner on-boarding, technical support and ERP integration. Managed Services is flexible. GXS can assume responsibility for an entire complex, multi-national B2B program or handle a smaller subset of selected projects, regions or trading partner relationships.

Our customers use Managed Services to support a number of strategic IT priorities such as the migration to shared service centers, technology modernization or ERP application upgrades. Specifically, GXS Managed Services can support:

- **ERP Project Support**—Keep ERP projects on-schedule and under budget by off-loading the associated B2B integration activities to a specialized third party. With a variable staffing model, GXS can perform mapping, testing and on-boarding more cost-effectively than many IT organizations.
- **Post-Divestiture Migration**—Establish an independent B2B integration environment to support ongoing customer and supplier engagement. GXS can help to accelerate the migration from expensive former parent company IT platforms.
- **Multi-VAN Consolidation**—Consolidate B2B traffic from multiple, disparate VAN providers onto a single, global network. GXS can provide consistent worldwide functionality and operating procedures.
- **Customer Integration**—Comply with requests for bespoke integration from large accounts. GXS supports all the major messaging standards and network protocols to enable you to become easier to do business with.
- **B2B Platform Modernization**—Migrate away from mainframe or other legacy B2B architectures onto a modernized SOA platform. GXS can help reduce costs by retiring legacy systems while also expanding the breadth of B2B integration capabilities available.

LEADERSHIP IN MANAGED SERVICES

- Over 600 GXS Managed Services customers
- 36,000 maps in production representing 200 different document types
- 88,000 direct connections
- 6.2M events per day monitored

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>.



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