



“The benefits are three-fold: lower transaction costs, faster communications and increased total trading partners with access to our style information.”

—RICH HAIG, MIS DIRECTOR

Herman Kay Company Inc.

Company Profile

Located in New York, Herman Kay provides a wide selection of outerwear for women and men. Companies, such as Anne Klein and MICHAEL Michael Kors, have licensed its brand to Herman Kay, which manufacturers and markets its products.

The Challenge

Herman Kay was faced with three issues. First, the company needed to move from slow dial-up modem communications to FTP for its electronic communications. Secondly, the company needed to eliminate four sets of mailboxes to reduce overall IT complexity and streamline operations. Finally, Herman Kay needed to set up an electronic catalog for its trading partners to access in order to improve the exchange of product information.

The Solution

To reduce IT complexity, Herman Kay selected GXS Trading Grid® Messaging Service to exchange electronic communications with its trading partners. Trading Grid Messaging Service enables companies throughout the world to exchange business documents in a fast, secure and reliable fashion. This solution enables businesses to exchange documents using both the latest XML standards as well as traditional EDI document standards and can be accessed via the Internet or the GXS private network.

Herman Kay also began using GXS Global Product Catalogue to exchange product information with its trading partners. GXS Global Product Catalogue is a centralised business-to-business (B2B) catalog management and data synchronisation service that simplifies and streamlines product information and item data management.

The Results

By using Trading Grid Messaging Service, Herman Kay improved their transaction visibility by allowing them to see all inbound and outbound traffic in one location—lowering transaction costs and reducing overall IT complexity. On top of reduced complexity and costs, the company now has faster electronic communications between it and its trading partners. Implementing GXS Global Product Catalogue has enabled Herman Kay to increase the total number of trading partners who have access to the company’s style information—resulting in improved and more timely exchange of product information in the fast-changing world of fashion.



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 more than 70 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.

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