



IN THE NEWS

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GXS Announces 2007 Customer Award Winners

Award Recipients Represent Global Diversification of Customers and their Supply Chains

September 18, 2007 — GXS, a leading provider of business-to-business (B2B) e-commerce solutions, today announced the winners of its 2007 Global Customer Awards Program. The program, which recognises companies making innovative use of the on-demand solutions available via GXS Trading Grid[®], highlights global winners across four separate categories. These categories include *Best Use of GXS Trading Grid to Increase B2B e-Commerce Automation*, *Best Use of B2B Outsourcing to Accelerate Competitive Differentiation*, *Best Use of GXS Trading Grid to Enhance Global Supply Chain Visibility* and *Best Use of GXS Trading Grid to Accelerate Supply Chain Globalisation*. The award recipients are the International Post Corporation, Panasonic, PepsiAmericas and Tesco.

Nominees for 2007 GXS Customer Awards were evaluated by a distinguished panel of analysts from AMR Research. Representing a variety of industrial verticals and geographic markets, the winners have demonstrated best practices in their B2B programs utilising GXS Trading Grid to advance and streamline their global supply chains. “These companies exemplify the significant value that B2B communications, along with close collaborative relationships with trading partners, can bring to the supply chain,” said John Fontanella, vice president of research and part of the AMR Research review committee.

The winners by category were:

- **International Post Corporation (IPC): Best Use of GXS Trading Grid to Accelerate Supply Chain Globalisation.** This award recognises the company that has leveraged GXS Trading Grid to successfully build and sustain highly-competitive global supply chains in an increasingly flat world. Jointly owned by 24 postal organisations around the world, the mission of the IPC is to improve the performance of letter, parcel and courier mail services worldwide. Delivery payments between postal services are based on timely delivery as well as quick electronic confirmation of delivery. Deploying Radio Frequency Identification (RFID) technology, IPC sends test letters to locations around the world to track delivery timeframes and provides reports of that information to its postal service customers. GXS Trading Grid carries approximately 40,000 RFID and tracking messages a day for IPC, rising to a peak of 80,000 messages a day during Christmas holiday. This represents approximately 35 million mail bags and mail trays each year. IPC continues to expand this project to additional countries and is able to do so in part because of GXS. GXS insulates IPC from the various technologies and protocols used by their postal service customers, simplifying the roll-out to new countries and optimising information tracking for IPC.
- **Panasonic** (the leading brand of Matsushita Electric Industrial Co.): **Best Use of GXS Trading Grid to Enhance Global Supply Chain Visibility.** This award recognises the company that has enhanced supply chain processes, such as forecasting, procurement, logistics, invoicing and/or payments through greater visibility of supply chain networks and operations. Panasonic has successfully implemented and deployed GXS Trading Grid logistics visibility service to track shipments of its most strategic and profitable product line: flat-screen plasma

televisions. The implementation resulted in improved quality and accuracy of the company's logistics transactions, and has provided exception-based analysis and resolution of supply chain uncertainties. The GXS solution empowers Panasonic with actionable intelligence to make accurate commitments to their retail clients, and is a key component of their customer fulfilment initiatives, as well as future vendor managed inventory initiatives.

- **PepsiAmericas: Best Use of B2B Outsourcing to Accelerate Competitive Differentiation.** This award recognises the company that has outsourced its B2B program via GXS Managed Services to significantly advance its B2B e-commerce capabilities. When PepsiAmericas came to GXS in 2006, the company was receiving multiple requests from its major retailers to add new transaction types and protocols to its B2B program. In an effort to better serve these retailers and ensure the company could comply with customer and trading partner requests in a timely manner, PepsiAmericas outsourced its B2B program to GXS. Since the program went live earlier this year, PepsiAmericas now can support a portfolio of e-commerce services for its customers; has responded to more than 40 open customer and supplier B2B requests; has lowered its overall transaction costs; and has devised a plan using GXS Trading Grid to enable its smaller customers to conduct B2B e-commerce.
- **Tesco: Best Use of GXS Trading Grid to Increase B2B e-Commerce Automation.** This award recognises the company that has significantly increased automation levels in its B2B e-commerce network during the last twelve months. Tesco, the U.K.'s biggest retailer and the sixth largest retailer worldwide, sends and receives more than 1,000,000 documents per month, 42,000 of which were processed on paper. Tesco wanted to reduce its paper-based documents even further, and selected GXS Trading Grid's automation and community enablement services to do so. Since deploying the solution, Tesco has added more than 300 small and medium-sized suppliers to its electronic trading partner network, which has reduced its paper document volume by more than 30 percent to 28,000 a month. Through GXS, Tesco is continually reducing paper-based transactions and an ever-greater proportion of Tesco's trading community is reaping the benefits of e-commerce.

"Our customers continue to raise the bar for achieving outstanding B2B integration with their trading partners. We created this program to highlight companies that have gone above and beyond traditional B2B e-commerce strategies and executed a truly innovative approach to supply chain management," said Bobby Patrick, senior vice president of marketing at GXS. "Specifically, these awards honour companies that have stood out in their efforts to leverage GXS Trading Grid to maximise the performance of their B2B networks via GXS' on-demand e-commerce solutions. We are proud of the impactful role GXS has played in enabling the success of these projects and hope they will serve as strong examples for other businesses around the world."

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, synchronisation and collaboration among trading partners. Organisations worldwide, including 75 percent of the Fortune 500, leverage the GXS Trading Grid® to extend supply networks, optimise product launches, automate warehouse receiving, manage electronic payments and gain supply chain visibility. With an unmatched global presence, proven

trading partner management and B2B outsourcing services, GXS' on-demand solutions maximise the benefits of integration for businesses.

Based in Gaithersburg, Md., GXS' extensive global network serves customers throughout the Americas, Europe and Asia Pacific regions. GXS can be found on the Web at www.gxs.co.uk.

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