



IN THE NEWS

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***GXS Insights* Presents New Guide for Navigating Cross-Border Business Boundaries** *Expert Resources Provide Rich and Independent Views on Emerging Critical Issues for B2B Trading*

LONDON — October 28, 2008 — GXS, a leading provider of business-to-business (B2B) e-commerce solutions, today announced the second edition of *Insights*, the company's executive summit portal focused on advancing thought leadership and sharing best practices in B2B and supply chain management. Now available at www.gxs.com/insights, *GXS Insights* pulls together contributions from an array of independent experts and commentators —including leading journalists and analysts — supported by analysis from GXS thought-leaders, offering a rich and thought-provoking map of emerging opportunities. All the content has been commissioned and created especially for *GXS Insights*.

GXS Insights examines the enormous challenges and exciting opportunities presented by navigating cross-border business boundaries. There is particular emphasis on the “New Europe” and practical insights into how to create a viable plan for trading across this dynamic geography. The implications of increased cross-border activity for the financial services sector also comes under scrutiny.

“Our goal with *GXS Insights* is to help companies around the globe navigate the challenges and complexities of conducting B2B on a global scale,” said Steve Keifer, vice president of industry and product marketing. “We hear from our customers all the time that the complexity of B2B is increasing and they are drowning amidst always-changing standards, business practices and regulations. We want to ensure that we are not only providing services to meet our customers' needs, but are also delivering thought leadership and new ideas. In addition, we encourage companies to share their challenges and the ways in which they conquered them.”

Some of the highlights of the new edition of *GXS Insights* are:

- The New Europe - Trade Within Europe has Grown Rapidly, Thanks to the Single Market. But Where is it Heading? by Clive Longbottom, Quocirca
http://www.gxs.com/insights/strategy_execution/0809_NewEU.htm
- Focus on Poland and the B2B Integration Challenges Facing the Automotive Supplier Community
http://www.gxs.com/insights/industry_studies/0809_Focus_on_Poland.htm
- Solving Electronic Mandate Headaches by John Lamb
http://www.gxs.com/insights/global_business/0809_TradeEU.htm
- The Single European Payments Area and Cross Border Trade
http://www.gxs.com/insights/global_business/0809_Single_Euro.htm
- Opportunity Knocks – the Credit Crunch's Silver Lining by Malcolm Wheatley
http://www.gxs.com/insights/innovation/0809_Opportunity_Knocks.htm

- Fiscal Dematerialisation—Riddled with Regulations, But Enormous Rewards
http://www.gxs.com/insights/innovation/0809_Fiscal_Dematerialisation.htm
- Ten Forces Transforming Corporate Banking Connectivity
http://www.gxs.com/insights/innovation/0809_Ten_Forces.htm

“The growth of the EU and the increase in formal agreements between EU and non-EU European countries opens up massive opportunities for cross-border trade, but the complexities of regulations, combined with cultural issues mean that is much easier to get underlying processes wrong,” said Clive Longbottom, service director, Business Process Analysis at Quocirca and a contributor to *GXS Insights*. “The use of a hosted, on-demand service removes the worry of dealing with the intricacies of such interactions and makes the whole process more rapid, keeping customers and suppliers happy, while optimising order-to-cash time.”

GXS Insights assembles thought leaders in their fields who conduct research, determine best practices and share their expertise. GXS maintains *Insights* as a service to customers and prospective customers to provide insight on critical business issues and technology.

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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