

## **Elior Turns to GXS™ to Automate High-Volume Invoice Process**

*French Contract Caterer Now Processes Nearly 200,000 Electronic Invoices and Payments Each Month via GXS Trading Grid®*

**LONDON — February 19, 2009** — GXS, a leading provider of business-to-business (B2B) e-commerce solutions, today announced that Elior, the largest contract catering organisation in France and the third largest in Europe, has adopted GXS Trading Grid® to support electronic invoicing and payment with suppliers. Elior turned to GXS to streamline key business processes and to automate high volumes of data exchanged with trading partners.

In France, Elior operates about 8,500 restaurants and points of sale under several brand names and these generate a large number of invoices – approximately 200,000 each month. Elior utilises GXS Trading Grid Messaging Service and GXS Application Integrator™ to automate their invoice and payment processes and to integrate invoice data into their back-office systems. In fact, for Elior, automated invoicing and payment is a vital weapon in a fiercely competitive market. GXS has enabled the company to move from an entirely manual approach to one in which 80 percent of invoices are now processed electronically using EDI. For suppliers, this means that their invoices are settled promptly and efficiently, which is one of Elior’s stated business goals.

“GXS Trading Grid and the functions it supports have become critical to our business,” commented Franck Savarit, chief project officer at Elior. “Without it, we would not be able to efficiently manage such a high volume of invoices. Now, not only have we automated the invoicing process, but we have been able to compile the data to help us plan better in the future and improve our trading relationships.”

Elior is now engaged in a project to build a management database out of data derived from invoices. Ultimately, this will enable the company to track efficiency by product and therefore boost management control and reporting, as well as strengthen the organisation’s negotiating capability. Since there are more than 20 million invoice lines to analyse each year, such a project would not have been feasible without automated invoicing processes in place.

“Elior is an outstanding example of how a company has intelligently and successfully transformed what were time-consuming and error-prone, manual processes into efficient, automated tools that provide a competitive advantage,” commented Steve Keifer, vice president of industry and product marketing at GXS. “Elior’s GXS-based solution is now a smooth and efficient automated process that is adding real value, not just to Elior’s own business, but to their suppliers as well.”

Both GXS Trading Grid Messaging Service and GXS Application Integrator are part of the GXS Trading Grid suite of software-as-a-service (SaaS)-based solutions. GXS Trading Grid Messaging Service is a global, Internet-based transaction management service that enables companies to trade business documents electronically in a secure, fast

and reliable fashion. GXS Application Integrator is a flexible and easy-to-use tool that enables a company to accomplish any-to-any data transformation and quickly set-up trading partners to participate in B2B e-commerce. Used by more than 30,000 business customers worldwide, 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.

### **About Elior**

With a turnover in 2008 of 3.4 billion euros, Elior has 67,500 employees, 2.9 million customers and operates 13,800 restaurants, outlets and points of sales worldwide. In Contract Catering, Elior deploys its expertise in the Business & Industry, Education and Healthcare & Seniors sectors. The company's major business areas include management of company restaurants, catering services for travelers on motorways, at airports and in railway stations and solutions tailored to the specific needs and expectations of children and young adults with age-specific formats, from nursery school to university. More than half the company's business is based in France.

### **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](http://www.gxs.co.uk).

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### **Media Contacts:**

Denise Oakley  
Director, Marketing Programmes International, GXS  
Tel: +44 (0) 1932 776408 / +44 (0) 7768 537 481  
Email: [denise.oakley@gxs.com](mailto:denise.oakley@gxs.com)

Elior Media Relations: Laurence Flamant-Belluard  
Tel +33 1 40 19 47 37 Fax: +33 1 40 19 47 12  
[laurence.flamant-belluard@elior.com](mailto:laurence.flamant-belluard@elior.com)