



# IN THE NEWS

18 Station Road, Sunbury-on-Thames, Middlesex TW16 6SU, United Kingdom • +44 (0)1932 776047 t • +44 (0)1932 776216 f • [www.gxs.co.uk](http://www.gxs.co.uk)

## **GXS™ Named to 2009 *Supply & Demand Chain Executive* 100 for Helping Customers Respond to Economic Downturn**

*GXS is Helping Customers Reduce Operational Costs through B2B Outsourcing*

**LONDON. — June 22, 2009** — GXS, a leading provider of business-to-business (B2B) e-commerce solutions, today announced it has been recognised in the *Supply & Demand Chain Executive* 100 for helping customers respond to the economic downturn. *Supply & Demand Chain Executive* magazine annually honors the top supply and demand chain vendors that are leading the way in enabling supply chain technology development and advancement. GXS earned its inclusion in the listing for helping companies manage their supply chains during the economic downturn GXS' has put a strong focus on helping companies maintain their B2B capabilities, but reduce their costs through [GXS Managed Services](#).

Earlier this year, GXS launched a methodology for identifying the [total cost of ownership \(TCO\)](#) of managing a B2B program in-house versus outsourcing to a managed services provider, like GXS. The GXS TCO methodology enables companies to definitively establish whether B2B outsourcing can lower their spend on B2B e-commerce operations. The model takes into account all costs and resources associated with B2B and provides companies with a detailed cost comparison for both avenues. A [white paper](#) outlining the methodology for measuring TCO and the costs associated with establishing and maintaining a B2B program is available now at <http://www.gxs.co.uk>.

“GXS has seen an upsurge in companies seeking ways to continually improve their B2B services, but with lower IT budgets. One proven way in which companies can do this is through B2B outsourcing,” said George Schulze, senior vice president of sales at GXS. “GXS Managed Services is helping companies remove the burden associated with B2B integration, making it easier and faster to onboard trading partners while improving overall customer satisfaction. Additionally, these companies also benefit from lower IT costs. We’re pleased to be recognised by *Supply & Demand Chain Executive* for these efforts.”

The 2009 *Supply & Demand Chain Executive* 100 are supply chain solution and service providers that are helping their customers and clients both respond to the downturn and, more importantly, position themselves for growth ahead. The goal with the "100" is to highlight a broad range of solutions and services targeted at a variety of industries, addressing the needs of companies of varying sizes, and assisting in the transformation of the diverse mix of the functions that make up the supply chain.

GXS Managed Services is a comprehensive B2B outsourcing portfolio that provides companies with the people, processes and technologies necessary to maintain complex B2B e-commerce programs. With B2B outsourcing from GXS, companies can build and grow B2B networks without making additional investments in hardware, software or human resources. GXS provides customers with world-class B2B program management including trading community management, global supply chain visibility, transaction management, data translation, systems administration and supplier performance reporting. GXS Managed Services customers represent a variety of industries including consumer products, financial services, high tech, manufacturing and retail. More than 200 companies currently use GXS Managed Services around the world, including BB&T, Henkel, Miller Brewing Company, Shinhan Bank, Sun Microsystems and WHSmith.

### **About *Supply & Demand Chain Executive***

*Supply & Demand Chain Executive* is the executive's user manual for successful supply and demand chain transformation, utilising hard-hitting analysis, viewpoints and unbiased case studies to steer executives and supply management professionals through the complicated, yet critical, world of supply and demand chain enablement to gain competitive advantage. On the Web at [www.SDCExec.com](http://www.SDCExec.com).

### **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), <http://blogs.gxs.com/> and <http://twitter.com/gxs>.

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### **Media Contact:**

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