

## **GXS Becomes Exclusive Direct Provider of Electronic Data Interchange Services to JCPenney**

### *Major Retailer Consolidates Business-Critical EDI Infrastructure with GXS*

**October 5, 2005** — GXS, a leading provider of business-to-business (B2B) e-commerce solutions, today announced that JCPenney, one of America's largest department store, catalog and e-commerce retailers, has named GXS its exclusive direct provider of electronic data interchange (EDI) services. The selection of GXS enables the consolidation of JCPenney's internal B2B infrastructure and allows the company to take advantage of the value-added services offered through GXS Trading Grid<sup>SM</sup>, GXS' global integration platform for cross-enterprise business processes.

With Francisco Partner's acquisition of IBM's Information Exchange and Business Exchange Services businesses, and the consolidation of those businesses with GXS, JCPenney launched a review of its B2B integration strategy. The company evaluated the services offered by its current providers and selected GXS as its sole direct provider for EDI. Thanks to its 17-year relationship with GXS, JCPenney was able to avoid a difficult and costly value-added network migration.

"JCPenney is committed to optimising our company's trading activities by providing our partners and suppliers with the necessary tools for the efficient exchange of critical business information," said Tom Moriarty, manager of EDI Support at JCPenney. "GXS is saving us time and resources by eliminating the need to migrate our trading platform, while also supporting our need for future supply chain growth. As we look for better ways to integrate and collaborate with our trading partners, we see GXS Trading Grid as a platform that will deliver significant value."

JCPenney will continue to utilise GXS' EDI services on the Information Exchange platform until they are ready to upgrade to GXS Trading Grid<sup>SM</sup>. GXS is a preferred provider of data synchronisation for JCPenney through its Global Product Catalogue service. JCPenney will leverage GXS Community Link to streamline the process of bringing new trading partners into compliance with its B2B integration requirements.

"As major retailers strive to meet customer demands for quality, variety and competitive pricing for their merchandise, they must have efficient and cost-effective B2B integration strategies that will help them achieve those goals," said Steve Keifer, vice president of industry and product marketing at GXS. "The GXS solutions utilised by JCPenney will

contribute to the creation of a top-quality supply chain platform and will simplify its management. We are extremely pleased to extend our long-standing relationship with JCPenney and look forward to supporting its future initiatives through GXS Trading Grid.”

GXS Trading Grid<sup>SM</sup> is the world’s largest electronic business community, used by more than 40,000 trading partners every day to exchange goods and services. As a services-oriented architecture business-to-business platform, Trading Grid helps customers automate global trading communities by shielding complexity from rapidly changing standards, eliminating manual and duplicative efforts and enabling a new level of process integration and business intelligence.

### **About GXS**

GXS is a leading global provider of B2B e-commerce solutions that simplify and enhance business process integration and collaboration. Organisations worldwide, including more than 75 percent of the Fortune 500, leverage the GXS Trading Grid<sup>SM</sup> to achieve balance between supply and demand. Active in the global standards arena, GXS solutions enable customers both large and small, to connect with global partners, synchronise product information, optimise inventory levels and demand forecasts, and accelerate the execution of supply chains.

Headquartered in Gaithersburg, Md., GXS provides sales and support to businesses and their partners worldwide. For more information visit our Web site at [www.gxs.com](http://www.gxs.com).

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