



# IN THE NEWS

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## **Strong Growth and Global B2B Leadership Momentum Drive GXS Partner Grid Program**

*Demand Spurs Agreements with More than 75 Channel Partners*

**December 8, 2005** — GXS, a leading provider of business-to-business (B2B) e-commerce solutions, today announced that more than 75 channel partners joined the GXS Partner Grid program during 2005, dramatically increasing the company's vertical and geographic reach. These partners, that represent a variety of industries, geographies, and solution-types, offer more than 150 B2B solutions that now are *powered by the GXS Trading Grid<sup>SM</sup>*. Among the new members of GXS Partner Grid are eBridge, IBM, IVANS and SupplyWorks.

GXS Partner Grid is one of the most respected partnering programs in the B2B industry and offers partners numerous advantages, such as market credibility, revenue predictability and sales reach. GXS' partners cover a wide range of industry verticals including finance, insurance, healthcare, pharmaceutical and forestry. In addition, GXS partners with a number of companies whose solutions enable GXS to better serve its traditional customer base including those in the retail, high tech and automotive industries. Leveraging GXS Trading Grid, the solutions offered by GXS' partners include product information management (PIM), order to cash visibility, global sourcing, inventory management and bar code / RFID tag generation. For example, IVANS, Inc., a leading provider of networking and software solutions for the healthcare and insurance industries, leverages GXS Trading Grid solutions to power their integration and B2B solution suites.

"GXS' long history, singular focus on B2B, and its range of cost-effective and comprehensive trading partner networking solutions available through the GXS Trading Grid, make GXS IVANS preferred provider of electronic data interchange and B2B e-commerce services," said Maggie O'Hara, group vice president of sales and service at IVANS. "Our customers and their partners—many of which are major insurance corporations with agents all over country—range in business focus, networking need and technological capability. No matter what, GXS has a solution that can be appropriately paired with other offerings from IVANS, enabling our customers to focus on their core competencies and reduce manual processes that can slow business growth."

GXS Partner Grid includes partners in three main geographies: the Americas, Asia-Pacific and Europe. New channel partners include: American Association of Motor Vehicle Administrators (AAMVA), Atlas Products International,

Celerity, Dovel Technology, eBridge, ECS International BV, Entity Group Ltd., epcSolutions, Freeway Commerce Ltd., HealthPathways, IBM, Infomaster, IVANS, Kewill Solutions Europe, Liaison Technologies, NTT Communications, Orbit UK Ltd., RPO Automatisering BV, SupplyWorks, TIE Commerce, Typex Group Plc, and webMethods.

“GXS Partner Grid program allows us to seek out the world’s leading technology, vertical and services companies to partner and provide best-of-breed B2B solutions. Our first year’s success of this program has put us well on our way” said Michael Del Sarto, director of GXS Worldwide Partner Group. “In addition, through GXS Partner Grid, we are able to extend the features and benefits of GXS Trading Grid to additional vertical markets and business types. In fact, our partners have shown us new ways in which Trading Grid’s functionality and benefits can be combined with their businesses’ proprietary software for expanded B2B solutions.”

The GXS partner program, GXS Partner Grid, seeks to establish relationships with leading independent software vendors (ISVs), value-added resellers (VARs), consultant and systems integrators, and standards organisations. GXS Partner Grid has three primary models for partnering relationships – Technology Partners, Channel Partners and Global Alliance. Within these, Partner Grid offers a range of partner services including marketing development funds, co-branded marketing collateral and an annual partner conference.

According to Shawn Willett, principal analyst for industry analyst firm, Current Analysis, “As GXS has evolved its infrastructure and services from those of a traditional and value added network, into a more strategic and dynamic set of offerings based on a service-oriented architecture platform, more partners are recognising the value of aligning themselves with GXS. GXS offers not only a variety of established products and services, it also has in-depth expertise in several vertical industries, including retail, automotive, high tech/manufacturing and finance. GXS’ partners are in prime position to leverage this expertise and to combine it with their own services to give their customers comprehensive B2B capabilities.”

GXS Trading Grid is GXS’ unique global integration platform that enables and streamlines cross-enterprise business processes. Trading Grid 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 B2B 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 the perfect 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 business and their partners worldwide. For more information visit our Web site at [www.gxs.com](http://www.gxs.com).

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