



ArcelorMittal

Corporate Profile

The world's leading steel company

ArcelorMittal is the world's leading steel company, with operations in more than 60 countries. ArcelorMittal is the leader in all major global steel markets, including automotive, construction, household appliances and packaging, with leading R&D and technology, as well as sizeable captive supplies of raw materials and outstanding distribution networks. With an industrial presence in over 20 countries spanning four continents, the Company covers all of the key steel markets, from emerging to mature. In 2009, ArcelorMittal had revenues of \$65.1 billion and crude steel production of 73.2 million tonnes, representing approximately 6 per cent of world steel output.

Business Challenge

In search of a single seamless global B2B electronic trading network

In the last thirty years, the global steel industry has seen extensive restructuring and consolidation. ArcelorMittal has led these changes to the point where today the company ranks as the only truly global steelmaker. In Europe, the Flat Carbon Europe (FCE) division of ArcelorMittal is particularly strong in the automotive industry and has been a long-standing customer of GXS Trading Grid®.

FCE embarked on an initiative to migrate from a plethora of point to point connections with individual trading partners to one single, seamless B2B network solution. One of ArcelorMittal's principal objectives in adopting this strategy was a desire to facilitate and accelerate the process of adding new customers to its B2B e-commerce network, enhancing their capability to deliver new solutions.

In addition, the company wanted to reduce the support and maintenance costs of older mainframe-based B2B applications that had been developed in-house.

The Solution

Outsourcing with GXS Managed Services

In early 2009, ArcelorMittal took the decision to outsource the management of their EDI network to GXS. FCE had already centralised and consolidated its IT operations into a single centre in Dunkerque in France and now wanted to do the same with B2B e-commerce. GXS has taken over the management of routing and translation for more than 100,000 EDI messages each month to and from ArcelorMittal's different trading partners around the world. Over time, the company plans to work with GXS to assess how to extend the reach of GXS Managed Services to include additional trading partners, including new suppliers and major banks.

Outsourcing a patchwork of different, fragmented B2B trading networks via GXS Managed Services is emerging as a very powerful proposition, especially for large corporations like ArcelorMittal. Running B2B applications in-house can be difficult, time-consuming and costly. GXS Managed Services takes away the need to maintain low-level expertise in

B2B technology in-house and provides efficiency improvements that make core business processes smoother and more reliable.

GXS Managed Services is a comprehensive B2B outsourcing solution that provides companies with the people, processes and technologies necessary to maintain complex B2B e-commerce programs. B2B outsourcing enables companies to build and grow B2B networks without making additional investment in hardware, software or human resources.

GXS Managed Services is fast growing, with clients from a variety of vertical industries including automotive, manufacturing, high tech, retail, consumer products, financial services and logistics. GXS has more than 40 years' experience in B2B e-commerce as well as 20 years' experience in supporting full-service B2B outsourcing programs. More than 600 companies currently use GXS Managed Services around the world, including BB&T, Henkel, Jaguar LandRover, Miller Brewing Company, Shinhan Bank, Sun Microsystems and WHSmith. 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.

Results

Benefiting from the GXS footprint in the worldwide automotive industry

"Historically, some 40 percent of our connectivity was achieved via the GXS Trading Grid while 60 percent depended on point to point connections," explained David Toulotte, IT Team Manager within FCE. "By replacing them with a single pipe between our IT operations and the GXS network and outsourcing the associated technical challenges to GXS, we will boost efficiency, allowing us to connect more customers more quickly".

"In the process, we thereby benefit from GXS' experience in the automotive sector, which means they are already working with many of our customers and so understand customer technology requirements in depth." With more than 40 years of automotive industry experience, GXS has one of the largest B2B networks in the world, supporting an unmatched automotive customer base that includes 80 percent of the Top 20 global OEM's, 82 percent of the world's top 100 suppliers including 85 percent of the top 20 auto suppliers in EMEA. GXS also participates in a number of automotive industry bodies around the world including North America's Automotive Industry Action Group (AIAG) and Europe's Odette and Galia associations.

David Toulotte added: "We will gain from Managed Services in terms of having increased global visibility across our base of B2B transactions with considerably improved monitoring capabilities. The global footprint of GXS is very important to us as, ultimately, we need to be able to connect to a customer anywhere in the world."



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 75 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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