

GXS Portfolio of AS2 Services

AS2 Service and Software options to meet your specific needs

The demand for real-time exchange of electronic data interchange (EDI), eXtensible Markup Language (XML) and other electronic documents between trading partners is an ongoing challenge. In response, new technologies such as the Applicability Statement 2 (AS2) standard are being adopted that speed up information exchange via the Internet.

Developed by EDIINT, AS2 is an industry-sanctioned protocol that enables companies to transmit EDI and XML data over the Internet in a secure and reliable fashion. AS2 enables companies to retain their IT and operational investments in EDI and XML, while benefiting from the speed and ease of the Internet. The result is reduced costs, improved productivity and a more streamlined retail supply chain.

Many companies embracing AS2 are actively encouraging or demanding that trading partners implement AS2 as well. Companies on the receiving end of such requests must determine how and when they will be able to comply. Still other companies want to implement a hybrid approach. These companies connect directly via AS2 with only their largest-volume trading partners and they use a service provider such as GXS to connect to the rest of their community.

Companies are embracing AS2 because it allows efficient, direct, real-time connection with their larger trading partners. However, many of their trading partners may never implement AS2, meaning that many companies now have the additional problem of managing multiple communications protocols.

Whatever your AS2 strategy and regardless of your company size, GXS can provide you with AS2 services and software that enable you to:

- Quickly satisfy AS2 requests from your customers.
- Achieve real-time connectivity in order to obtain your trading partners' documents throughout the day instead of periodically and start processing orders as soon as your trading partners send them to you.
- Replace your outdated Bisynchronous communications with a faster, more dependable, real-time protocol.
- Implement AS2 with your entire community including the smallest of trading partners.

Many Choices

To meet your needs, GXS offers several AS2 solutions—providing you with the flexibility to select the right choice for your company.

AS2 Connectivity

Connecting to GXS via AS2 enables you to standardise on AS2 as a single communications method for all your B2B e-commerce needs. You can leverage your current AS2

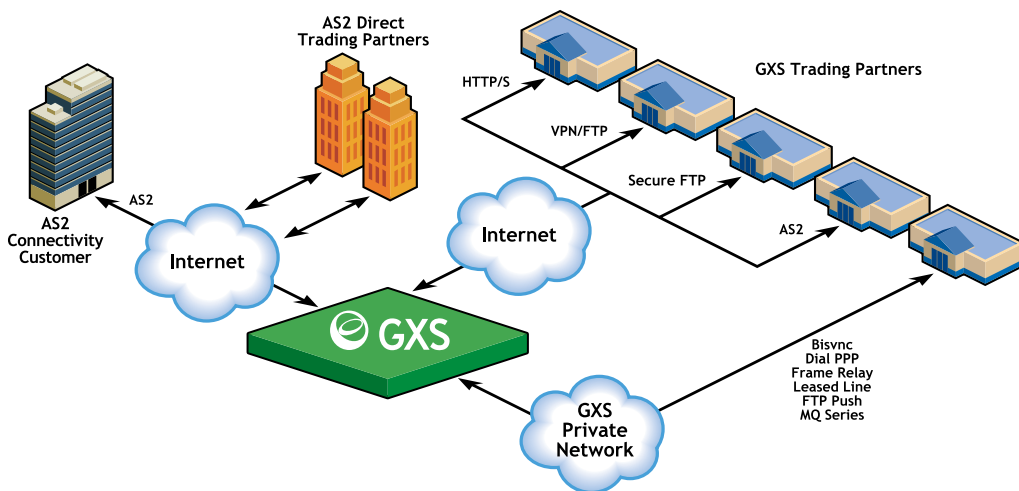


KEY BENEFITS

- Quickly satisfy AS2 requests from your customers using a product that also meets your own company's process requirements:
 - Opt for a service and avoid all the up-front and ongoing costs of AS2, or,
 - Opt to purchase AS2 software and control your own AS2 environment.
- Realise dramatic improvements in efficiency and customer service because of efficient, real-time communications. Receive transmissions from your trading partners throughout the day instead of periodically and start processing documents as soon as your trading partners send them to you.
- Replace your outdated Bisynchronous communications with a faster, more dependable, real-time protocol.
- Avoid the risk of missing key documents from your trading partners due to system outages and/or security violations.
- Leverage GXS's dependable infrastructure to implement and support your AS2 community:
 - Eliminate the complexity of managing multiple communications protocols
 - Enjoy the benefits of AS2 and leave the community management to GXS
 - Take advantage of value-added services such as re-queuing, exception alerts, FA management services, community implementation and testing, community support services and more.

software to connect directly to your largest trading partners and also to connect to GXS Trading Grid Messaging Service in order to exchange documents with the rest of your trading community. Trading Grid Messaging Service handles connectivity and translation as needed by your trading partners, allowing each trading partner to independently select the best communications option. This greatly simplifies your internal operations, because you have only one protocol to manage. As a user of Trading Grid Messaging Service, you benefit from access to Trading Grid Online for reporting, administration, and support. And you have the opportunity to take advantage of value-added services such as FA (Functional Acknowledgment) Management Services, Exception Alerts, and more.

Connecting to GXS via AS2 is simple: You send documents to GXS and receive return documents via the AS2 protocol in real time. GXS processes them and delivers them to your trading partners via GXS and other third parties, using a variety of connectivity protocols. See Figure Z-1.



AS2 Outsourcing Service

GXS's AS2 Outsourcing Service is a hosted service that is ideal for both large and small companies that do not wish to invest resources in the hardware, software and technical expertise necessary to implement, monitor and manage AS2. GXS handles everything for you.

By connecting to GXS using data formats and protocols you already support, you can leverage our network and services to integrate with your partners via AS2 and other standards. We handle the data format conversion, AS2 connectivity, and trading partner onboarding on your behalf to get you up and running quickly. Furthermore, you avoid the risk of missing out on key business documents due to system outages and security violations on your end.

Specifically, outsourcing to GXS eliminates the following costs:

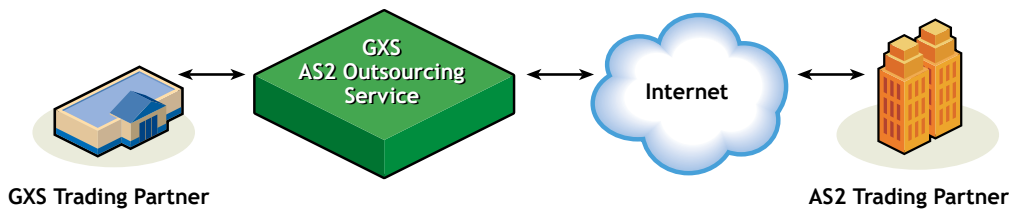
- AS2 software
- Dedicated, high-availability servers for Internet communication
- Appropriate firewall technology for inbound Internet communication that securely protects the organisation
- 24 x 7 server availability for synchronous communications with other AS2 servers (or if the transaction fails)
- Dedicated network capacity on reserve to handle peak traffic at unpredictable times

“ Dealing with the complexities associated with implementing AS2 software has been a tremendous challenge. After evaluating several options, we decided to take advantage of GXS’s technical expertise through their AS2 Outsourcing solution.”

— LUIS VEGA, IS MANAGER AT BLUEBERRY HILL FOODS

- Management of digital certificates that can be revoked or expire
- Translation software if you select the optional translation service

The GXS AS2 Outsourcing Service provides the infrastructure and translation needed to deliver the messages to trading partners using the standards they prefer. Of course, this approach also means you benefit from GXS’s shared infrastructure, skills and security. See *Figure Z-2*.



“ Since we have a relatively low volume of EDI transactions with most of our trading partners, it would take several years to recoup the investment of an in-house AS2 solution. Fortunately, GXS provides an alternative and we chose to take advantage of their AS2 Outsourcing service.”

—FORREST WATERS
SENIOR PROGRAMMER ANALYST AT HUBERT INDUSTRIES

AS2 Contingency Service

If you connect to GXS via AS2, the AS2 Contingency Service provides an alternative connectivity method for sending and receiving critical business documents in the event of AS2 or Internet problems. You define the conditions under which the contingency mode is to be automatically invoked and you will be automatically notified of document arrival in your contingency mailbox.

AS2 Software

For companies that want to implement AS2 in-house and need AS2 communications software, GXS provides a variety of software options to suit different needs. All of the GXS AS2 solutions are certified as eBusinessReady™.

- GXS’s AS2 software products have proven their interoperability with AS2 solutions from other leading B2B technology providers by completing the UCC-sponsored interoperability tests coordinated by the Drummond Group.
- Our AS2 solutions enable you to connect to all your trading partners, either directly or via the GXS service (to exchange documents with the rest of your trading community that is not directly AS2-capable).
- They provide a fully integrated solution when used with the GXS EDI/XML translation software that works seamless with AS2 communications.

The GXS software options include:

- **Enterprise Gateway**

A highly-scalable supply chain integration platform, Enterprise Gateway supports AS2 as well as many other communication protocols. The AS2 add-on module provides tight integration between your communication solution and supply chain integration platform. Enterprise Gateway also provides leading EDI/XML data translation, full supply chain process and event management, and a suite of back-office integration adapters.

- **Microsoft BizTalk Server**

A complete business integration solution built on the market-leading Microsoft technology, BizTalk Gateway supports AS2 and is “Grid-Ready” out-of-the-box. BizTalk Gateway is capable of real-time integration with your critical decision-making systems, connects you with all your trading partners, and significantly improves your business performance.

“ We experienced an extremely smooth implementation of AS2 via GXS’ AS2 Outsourcing Service. We are currently in production mode with our customers and orders are flowing. Additionally, outsourcing AS2 to GXS allows us to concentrate on our core business and avoid the high costs associated with in-house implementation.”

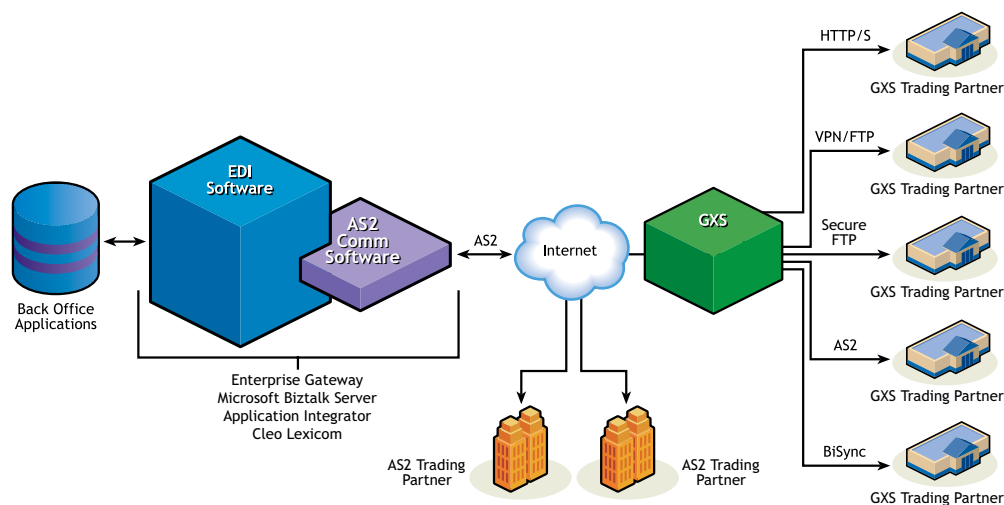
—MADELEINE AUBE
CONTROLLER, PLANTE INTERNATIONAL

• **Application Integrator™**

One of the world's leading any-to-any data translation engines, Application Integrator leverages an easy-to-use, wizard-based graphical user interface and supports a full suite of Internet-based communication protocols, including AS2, to make it easy for you to trade electronically with any of your customers.

• **Cleo Lexicom**

The Cleo Lexicom software enables you to securely transfer critical business documents to and from your key customers over the Internet. Users can transfer and receive everything from purchase orders, invoices, and shipping notices to insurance claims, medical records, clinical data and retail reports.



“By using the Cleo Lexicom software from GXS, we have experienced a smooth implementation and the software runs by itself. As a result, we have been able to meet the requirements of our trading partners to trade directly over the Internet. Additionally, we can use the same AS2 software to connect to GXS to trade with the rest of our trading partners.”

— WILLIAM MCARTOR
ASSISTANT LOGISTICS
MANAGER AND CONSUMER
ADVISOR AT KOSS AUDIO &
VIDEO ELECTRONICS

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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.



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