

GXS B2B Express—Accelerating Business-to-Business Program Delivery

Addressing Real B2B Challenges

Today, your business community—suppliers, customers and trading partners—is more complex, demanding, and diverse than ever. With the global requirements of the business-to-business (B2B) environment on the rise, the speed with which your organisation can implement and execute new B2B programs is critical in helping you gain and maintain a competitive advantage.

Right now, even the most efficient organisations are struggling to balance the needs of their business partners and customers against the realities of limited resources. For many, the economic upheaval of the past few years has resulted in budget and staffing cuts that make it challenging to turnaround partner requests for custom programs quickly and cost effectively. In this environment, savvy executives are seeking to gain a competitive advantage by partnering with those who can best help them respond to changing customer demands with flexible, cost effective and scalable technology solutions.

Introducing GXS B2B Express

Balancing the needs of a dynamic trading partner community against the requirements of your bottom line can be difficult. GXS B2B Express is a simple, easy and economical outsourcing solution designed to enable companies of all sizes to strike the right balance between internal and external program requirements. With GXS B2B Express, you can reduce the costs and complexities of working with trading partners that use different transfer protocols and data formats for B2B e-commerce and document exchange.

GXS B2B Express is built on the cost efficient, shared services of the GXS Trading Grid® and the any-to-any translation capabilities of GXS Application Integrator™ to provide end-to-end visibility for all your B2B processes. With this powerful combination as its foundation, GXS B2B Express utilises a full range of professional services. In addition to map development, trading partner migration and on-boarding, integration and data compliance testing, the solution also includes ongoing change management support. GXS B2B Express will help your organisation navigate the increasingly complex environment of B2B e-commerce.

GXS B2B Express is designed to accelerate your business-to-business programs by making it easier for you to:

- Respond quickly to new trading partner requirements
- Improve partner relationships
- Automate business rules and monitor transaction data to increase efficiencies
- Integrate specific B2B applications to help organisations optimise business processes



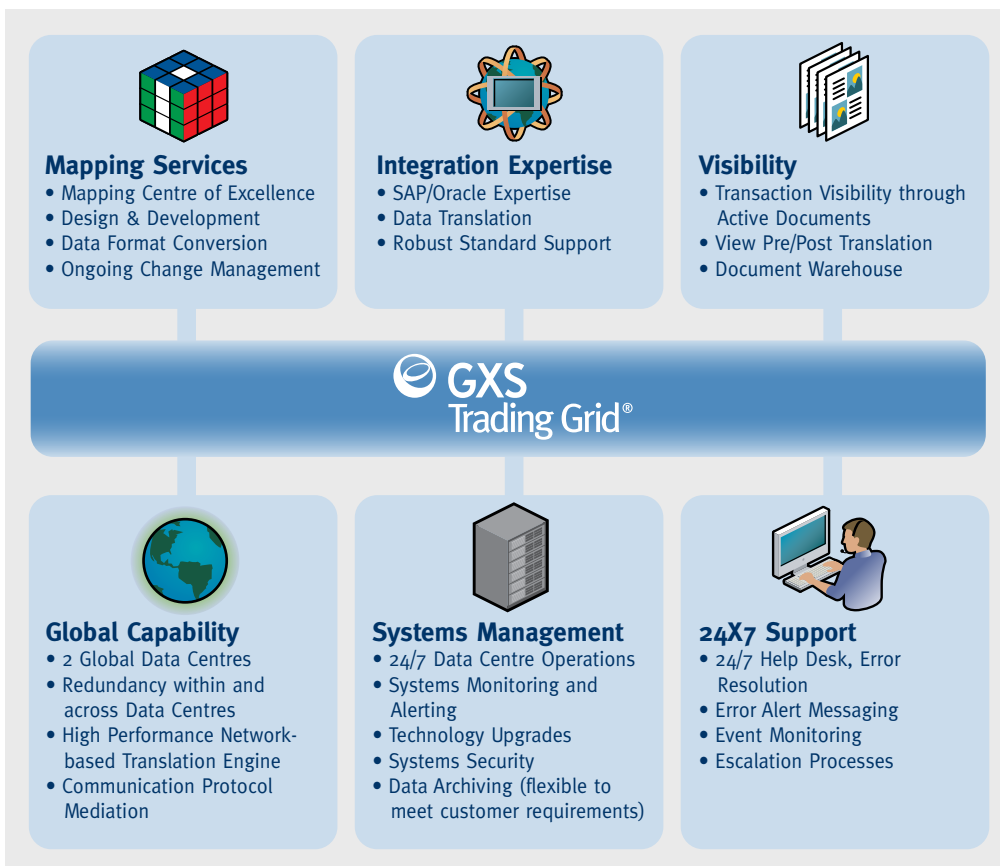
COMMON CHALLENGES

- Diverse and complex communities
- Dissimilar project and program needs
- Limited visibility into new programs and project transactions
- Insufficient or non-existent in-house technical mapping resources
- Complex relationships with trading partner community

BENEFITS OF GXS B2B EXPRESS

- Extensive on-demand technical mapping resources
- Capabilities to meet requests for specific application formats, program, and project needs
- Comprehensive support for multiple mandates from differing partners in a complex community
- Full monitoring of B2B transactions throughout the entire document lifecycle to enable visibility
- 24/7 post project implementation and program support to help enable stronger relationships

With GXS B2B Express, your organisation can increase process efficiencies, enhance transaction visibility and operate with greater flexibility when responding to and meeting the changing demands of your trading partner community. By providing you with access to the right people, processes and technology, GXS B2B Express can help you quickly and easily adapt to changing project and program requirements to meet tight deadlines and address unique B2B programs specifics.



GXS B2B Express Components

Delivering Return On Investment

Through the use of a common, single solution for communicating across your business partner community, GXS B2B Express can help you to reduce cost. By streamlining the complexities of working with trading partners who use different transfer protocols and data formats for B2B e-commerce and document exchange, GXS B2B Express helps you achieve a true return on investment.

GXS B2B Express enables you to:

- Deploy full integration capabilities to small scale programs while maximising your existing infrastructure
- Increase visibility to improve speed and accuracy of transaction documentation
- Reduce the costs and complexities of managing B2B programs to accelerate time-to-revenue
- Enhance flexibility to meet a variety of Trading Partner service levels requirements
- Enable access to more than 40,000 global trading partners through the GXS Trading Grid

GXS B2B Express delivers on-demand expertise to help you meet specific B2B program and project requirements regardless of the size or scope. Now, you can allocate your resources to support core projects that drive revenue.

Why GXS?

For more than 40 years, GXS has built its reputation as the leading B2B integration services provider by delivering products and solutions that help connect corporate customers with their global trading partner communities. More than 40,000 customers worldwide rely on GXS's experience to manage the transactions, communications and processes that power their global trading partner communities. Through demonstrable improvements in performance, flexibility and speed, GXS delivers a cost-effective return on investment. To learn more about the GXS solutions for B2B, visit <http://www.gxs.co.uk>

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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