

GXS EDI Services

Leveraging Your Investments in EDI for E-business Advantage

GXS: The Right Choice for Competitive Advantage

In today's on demand world, business relationships exist electronically. Transactions flow quickly and efficiently among members of trading communities, bringing buyers and sellers together without the benefit of paper contracts, fee schedules or salespeople to close the deal. Competitive advantage applies to all companies in the value chain as parts are delivered just in time, product supply matches consumer demand, inventories are kept lean, shipping is optimized and consumers are delighted with the right products at the right price.

Succeeding in this interlinked business environment requires a responsive enterprise, one that can work directly with suppliers and customers of all sizes and respond rapidly and intelligently to change. Choose GXS as your service provider, and you can readily extend the value of your investments in electronic data interchange (EDI) by incorporating new solutions designed to improve the reach, efficiency and integration of your supply chain.



Enhancing the Value of EDI

For companies across all industries, staying competitive means squeezing every possible increment of time and cost out of the value chain. When success depends on fast, accurate and seamless communications between you and your trading partners-or on business-critical initiatives such as just-in-time manufacturing and quick replenishment systems—EDI remains the optimum solution.



There is no replacing the “value” that EDI value added networks (VANS) offer when a missing purchase order can bring your business to a halt or a misdirected shipment can keep products off the shelves. GXS accelerates the reliable exchange of information between organizations worldwide. By serving large and small customers jointly and distinctly, we streamline cross-enterprise business processes.

Extending Your Capabilities

GXS EDI Services offers end-to-end solutions for transporting critical data across our EDI VAN as well as other EDI networks and the Internet. You can access a broad spectrum of solutions that can help you transform the way you do business—leveraging the Internet to expand your opportunities and integrating EDI transactions throughout your enterprise. Companies of all sizes are employing our EDI Services to:

- Enable trading communities with reliable, security-rich solutions that integrate legacy systems with the reach and affordability of the Internet
- Strengthen links throughout the supply chain by establishing closer, more responsive and more profitable relationships with customers, suppliers and partners

Positioning Your E-Business For Greater Success

When your trading community includes thousands of suppliers and customers, every relationship you bring into your EDI program is a step toward greater efficiency and profitability. EDI Services offers quick and easy ways to get more of your trading partners online and doing business with you electronically.

With our end-to-end data transport and data transformation capabilities, we can help you combine the ready access and affordability of Internet-based EDI with virtually seamless connections to your legacy systems. Plus, we can manage the entire process of enabling your trading community. The result? You can extend your reach to thousands of trading partners around the globe without making changes to your current in-house systems—which means added value and protection for your EDI investment.

Select A Partner Committed To The Evolution Of EDI

Although EDI has been available for more than a quarter of a century, it is an enduring technology that will long remain a core component of business-to-business (B2B) communications, adapting and evolving to incorporate new solutions. At GXS, we understand that our customers have significant investments in EDI systems—and we offer new technologies to build on those investments.

Our commitment to EDI and our customers is twofold. We consider EDI an important core competency and will continue to provide services that support your legacy EDI systems. At the same time, we offer new solutions to help our customers take advantage of today’s Internet-based EDI—and tomorrow’s emerging technologies.

TRANSFORM THE WAY YOU DO BUSINESS

- Benefit from reliable, security-rich solutions enabling integration of legacy systems
- Streamline Internet e-business with end-to-end data transport and transformation capabilities



Portfolio Of Services

Your Single Connection For B2B Communications

EDI Services delivers documents such as purchase orders, invoices and bills of lading between trading partners using Extensible Markup Language (XML), EDI or proprietary data standards. This means you can leverage existing systems and pay only for the EDI Services you need. In addition, our EDI Services offer these value-added features:

- Expertise in managing trading-community users—helping make the implementation of electronic communication among your organization, customers and suppliers much easier
- Interconnection with our Internet-based services as well as other EDI value-added networks, providing the ability to trade electronically with a large percentage of your customers and suppliers
- Destination-based service routing with a single connection—allowing you to reach trading partners with virtually no regard for their technology infrastructure or the requirement of converting or managing their connections
- A B2B infrastructure made up of more than 40 thousand customers and 500 thousand trading relationships worldwide—supplying faster access to a large segment of your connected trading-partner community.

GXS professionals can help you select the right combination of EDI Services to build an end-to-end solution for doing business with suppliers and other enterprises based on their function, service level and price requirements.

Transaction Management Services

Services in this group are designed to enable your company to exchange critical business documents with customers, suppliers and trading partners who use a variety of data formats. With a single connection, you can send documents reliably through our security-rich infrastructure, using either public or private networks. You don't have to convert communication protocol formats or manage the connections.

EDI Services Information Exchange. Information Exchange is the heart of our EDI Services solutions. With this international mailbox service, you can send and receive electronic infor-

GXS Trading GridSM is a unique global integration platform that enables and streamlines cross-enterprise business processes. With extreme flexibility and a services-oriented business-to-business platform, the 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.

The GXS Trading Grid is the world's largest electronic business community. Over 40,000 trading partners use the Trading Grid every day to exchange goods and services. Through the Trading Grid business partners can collaborate to achieve a balance of supply and demand.

IMPROVE SUPPLY CHAIN MANAGEMENT

- Increase efficiency by automating communication between trading partners
- Manage costs by using EDI services relevant to your needs
- Streamline document exchange through a secure, single network connection

mation of almost any kind—from standard-format EDI transactions to free-format documents such as memos, letters and order-status inquiries. That means you can use Information Exchange for a wide variety of applications—from consolidating overnight sales data to implementing an integrated EDI program—using a single service and a single network connection.

Using Information Exchange, you can:

- Exchange EDI data with large and small trading partners who have different kinds of computer systems, including your X.400 and Internet trading partners
- Protect mission-critical data by using a service that offers enhanced auditability, reliability and security features
- Employ your choice of widely accepted EDI data standards in use today, including ANSI ASC X12, UN/EDIFACT, UN/TDI and UCS
- Use value-added features such as administration services accessed via the Web or online, distribution lists, archiving, event-driven EDI, acknowledgments and error recovery.

The store-and-retrieve approach of Information Exchange offers many advantages. It provides a sophisticated electronic mailbox that can help simplify communication between dissimilar systems. You and your trading partners can send and receive at your convenience, without worrying about timing and scheduling constraints. Because you use the network only when sending or picking up data—in relatively brief, individual sessions rather than interactively throughout the day—your communications costs can be significantly reduced. And because computers submit and retrieve information when they are prepared to process it, system resources do not need to be dedicated exclusively to the communications function.

Gateways and interface software. GXS offers a wide variety of gateways to Information Exchange as well as ready-to-use communication interface software packages to help your trading partners get up and running quickly. These include:

- **EDI VAN interconnect**—enables you to exchange EDI transactions with users of other EDI VANs.
- **Expedite**—ready-to-use communication interface software for Information Exchange is available for platforms from PC to host.
- **TCP/IP FTP Gateway for the Internet**—provides an easy-to-implement solution for trading partners who already have a high-bandwidth LAN (local area network) connection to the Internet. Trading partners need only a suitable FTP client, an Internet connection and a subscription to the Information Exchange service. Public key infrastructure (PKI) certificates can enable a security-rich Internet-based solution.
- **SMTP gateway**—allows EDI Services customers to exchange EDI data, binary files and text messages with trading partners who use Internet e-mail for communications.
- **X.400 gateway**—allows EDI Services customers to exchange EDI and non-EDI data with trading partners who use an X.400 messaging system as a method of communication.
- **OFTP Information Exchange gateway**—allows users of the ODETTE File Transfer Protocol (OFTP) who are connected to Information Exchange in Europe to communicate with one another and the rest of the GXS trading community.
- **ANX gateway**—allows ANX-enabled Automotive Industry Action Group (AIAG) member organizations that subscribe to Information Exchange to reach non-ANX-enabled automotive industry suppliers.

PROVEN TECHNOLOGY

- Exchange electronic information of almost any kind for a wide variety of applications
- Leverage a wide variety of gateways including EDI VAN, TCP/IP, FTP and SMTP
- Offers a cost-effective alternative for transformation of XML, EDI and proprietary data



COMMITMENT TO ENHANCING COMMUNICATION

- Leverage flexible, affordable services for participants of all sizes
- Builds and deploys trading communities to enhance customer reach and expand partner participation
- Resolve problems quickly with 24x7 customer support

Business Integration Services

GXS has the tools to transform XML, EDI and proprietary data from one format to another for you, virtually eliminating up-front software investments and the need for a large technology staff to handle conversions.

In-Network Translation. Most small and many medium-size companies are unable to make the investment in hardware, software and skills required to translate data to and from EDI standard formats. In-network translation services perform this data transformation “on the fly,” offering a cost-effective alternative to in-house data translation software.

Trading Community Services

Community enabling services. GXS community enabling services rapidly build and deploy trading communities to enhance customer reach and expand trading partner participation, helping you achieve the critical mass necessary to accelerate the return on your B2B investments. Whether your trading partners are already doing business electronically or are new to online transactions—and whether they use XML, EDI, proprietary data formats or a combination—an enabling team will guide everyone through the process. The enabling team also helps you plan and manage the project, keeping you informed every step of the way. The services we can provide include:

- Contacting your customers, partners, suppliers and subcontractors
- Assessing each company’s ability to transact business within the trading community
- Helping trading partners choose the right EDI Services components for their business
- Enabling connectivity to the selected services
- Providing training and testing to determine when your partners are ready to trade and if the data transmitted is accurate
- Following up so your project stays on time and on target.

Customer support. In e-business, downtime means lost business opportunities and dissatisfied customers. If you or your trading partners encounter a problem, support is available around the clock. Our experts use advanced tools and procedures to isolate and resolve problems quickly, so your trading community can function smoothly.

Relying On The Experience Of A Global Team

You can rely on the people of GXS to help you develop business strategies and implement real-world e-business solutions. We work with you to help your organization adapt quickly and achieve real results in a rapidly changing, competitive environment. Our professionals have the worldwide expertise to combine forward-thinking, creative problem solving; innovative technologies; and proven implementation skills to help you use e-business to gain a competitive advantage.

For More Information

To learn more about EDI Services, contact your GXS sales representative or ask your GXS Business Partner and visit:

www.gxs.com

About GXS

GXS is a leading provider of B2B e-commerce solutions that simplify and enhance business process integration and collaboration. Organizations worldwide, including 75 percent of the Fortune 500, leverage GXS' GS1 certified global interoperability and supply chain execution solutions. Active in the global standards arena, GXS offers solutions, powered by the Trading GridSM, that enable customers both large and small, to connect with global partners, synchronize product information and optimize the execution of supply chains.

Headquartered in Gaithersburg, MD., GXS provides sales and support to businesses and their partners worldwide. For more information about GXS visit www.gxs.com.



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