



IN THE NEWS

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GXS Announces 32 New B2B Outsourcing Customers in 2007

GXS Managed Services' Revenue Grew 40 Percent Year-Over-Year

GAITHERSBURG, Md. — March 31, 2008 — GXS, a leading provider of business-to-business (B2B) e-commerce solutions, today announced that in 2007, 32 new customers selected GXS Managed Services, the company's comprehensive [B2B outsourcing](#) solution. Additionally, GXS achieved 40 percent revenue growth in Managed Services in 2007 versus the previous year. Companies of all sizes in North America, Europe and Asia, across a wide range of industry verticals chose GXS Managed Services as the foundation for their global trading partner networks. Customer wins in 2007 include Arla Foods, Fairchild Semiconductor, Orbit UK, Shinhan Bank and Sun Microsystems.

Growth indicators for GXS Managed Services include:

- 100 percent growth in financial services customers from 2005 to 2007;
- 100 percent growth in logistics customers from 2006 to 2007;
- 69 percent growth in high tech customers from 2006 to 2007;
- 66 percent growth in GXS Managed Services Asia-Pacific customer base from 2006 to 2007; and
- 24 percent growth in GXS Managed Services European customer base from 2006 to 2007.

In a recent [study](#)¹, conducted by the Stanford University Global Supply Chain Management Forum, it was found that companies deploying B2B outsourcing solutions experience a return that is 245 percent greater than their annual investment and a 62 percent improvement in customer satisfaction. Additional conclusions from the study indicate that companies that outsource B2B programs benefit not only from improved customer satisfaction, but also from improved B2B technical capabilities, greater competitive differentiation, greater inventory visibility, and increased system uptime and availability.

“Supply chain leaders and companies seeking to improve their supply chain operations are realizing that B2B outsourcing is the ideal way to increase automation and reduce costs, while also gaining superior B2B capabilities,” said Bobby Patrick, senior vice president and chief marketing officer of GXS. “As more companies launch new business units and diversify their suppliers around the globe, supply chains have become nearly unmanageable in-house. Companies need experts in B2B integration to assist them in streamlining and automating. Our growth in this segment shows they are turning to GXS.”

GXS has more than 40 years' experience in B2B e-commerce as well as 20 years' experience in supporting full-service B2B outsourcing and hub/supplier integration programs. GXS Managed Services customers represent a variety of industries including consumer products, financial services, high tech, manufacturing, and retail. More than 200

companies currently use GXS Managed Services around the world, including Bank of Montreal, BB&T, Miller Brewing Company, National Instruments, [Royal Bank of Canada](#), Shinhan Bank, Sun Microsystems, [Thomson Consumer Electronics](#) 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.

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. Organizations worldwide, including 75 percent of the Fortune 500, leverage the on-demand services on GXS Trading Grid® to extend supply chain networks, optimize 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.com.

All products and services mentioned are trademarks of their respective companies.

1 Stanford Global Supply Chain Management Forum, "Driving Business Value Through B2B Outsourcing" by Barchi Gillai and Tongil Kim, October 2007.

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