

# Next Generation B2B

## Integration Consolidation Solutions for Reduced Supply Chain Costs and Improved Business Performance

Next Generation B2B from GXS and webMethods consolidates your internal and external integration capabilities into a single, unified integration platform. Whether through growth, acquisition or decentralization, many companies today are using multiple enterprise application integration (EAI), business-to-business (B2B) gateways, and VAN services across the enterprise. This adds unnecessary complexity and cost to conduct e-commerce and integrate systems with trading partners. Next Generation B2B solutions from GXS and webMethods resolve this issue with a robust combination of market-leading integration software and B2B integration services. The result is a groundbreaking integration platform that minimizes integration complexity, reduces supply chain costs and increases business performance.

### PARTNERSHIP FAST FACTS

- Market leading B2B integration solution providers
- Over 40,000 global trading partners connected through GXS Trading Grid<sup>SM</sup>
- Business integration solutions implemented for at least two customers every day
- Industry pioneers in XML, RosettaNet<sup>TM</sup>, and other B2B standards
- Mutual focus on Retail, Consumer Goods, High Technology, Manufacturing and Financial Services

## Single Integration Platform for a High Performance Supply Chain

The Next Generation B2B integration consolidation solution seamlessly integrates business processes and transactions inside and outside the four walls of your company. The solution is a combination of the following integration software and services from GXS and webMethods:

- **Trading Grid Enterprise Gateway**—the combination of GXS Enterprise System and webMethods Fabric<sup>TM</sup> for B2B Gateway technology. Enterprise Gateway delivers robust B2B gateway performance and scalability that enables the high performance supply chain.
- **GXS Trading Grid<sup>SM</sup>**—the global integration platform enabling and streamlining cross-enterprise business processes. The Trading Grid helps you automate global trading communities, eliminate manual and duplicative efforts, and enable a new level of process integration and business intelligence.

Multiple  
VANs

Multiple  
B2B Gateways

Multiple  
EAI

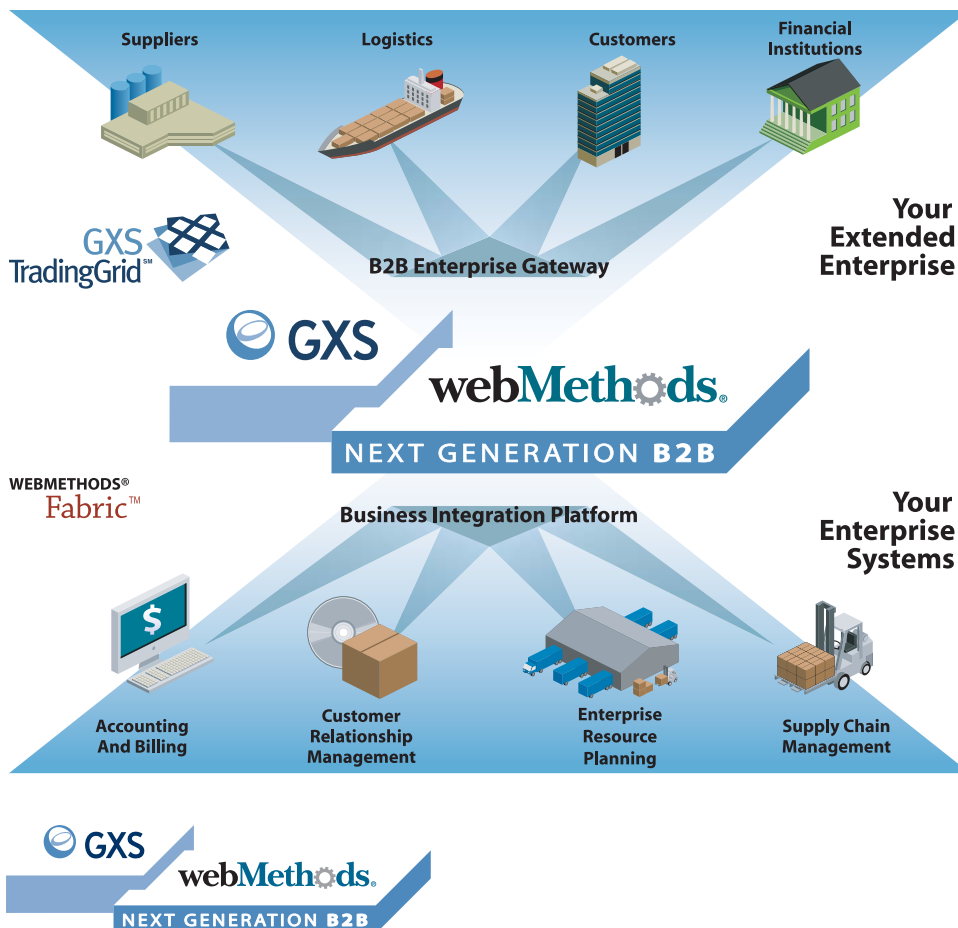
Single EAI & B2B Platform

## Minimize Complexity—Reduce Supply Chain Costs

Dealing with multiple technology vendors, training personnel to operate and maintain a variety of technologies, and coordinating multiple products in your environment all contribute to increased costs and complexities within your supply chain. Next Generation B2B simplifies your integration environment by providing a unified integration platform with a common architecture inside and outside the four walls of your company. This allows you to reduce the total cost of ownership for supply chain integration by consolidating multiple integration platforms into one.

## Increase Business Performance

Consolidated integration platforms have demonstrated the ability to not only cut costs, but actually increase revenues as well. GXS customers have experienced an increase in both the size and frequency of customer orders as a result of process automation and integration with back-office systems. Also, integration consolidation enables your company to utilize the right mix of software and services to maximize your existing infrastructure. The common architecture behind the firewall and in the network provides tight integration and extended visibility across the supply chain. This allows you to proactively monitor and optimize your business processes, moving your company toward a high performance supply chain and increasing your overall business performance.



**“...the webMethods-GXS combination will provide a spark that lights up the whole market. That will be good for both the partners and the market itself.”**

—IDC RESEARCH

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### 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 Grid<sup>SM</sup>, 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](http://www.gxs.com).