

# Twenty Ways to Connect to GXS Trading Grid®

In today's global marketplace, a company's ability to reach all of its trading partners electronically can mean higher profits, faster payments and inventory turns, expedited deliveries, significant cost reductions, and happier customers and suppliers. However, many businesses still communicate business-critical information to their suppliers through fax, phone or email even though these manual processes are slow, inefficient and error prone. Examples of common business challenges include:

- **Delays in order processing:** manual processes need longer lead times for fulfillment
- **More errors in invoices and orders:** manually re-keying data becomes necessary when supply chains aren't connected electronically
- **Information gaps:** incomplete fax transmissions, misplaced paperwork and unanswered voicemails are often the culprits
- **Inefficient communications:** manual processes are hampered by distance, different time zones and languages

Businesses and their trading partners can eliminate these inefficiencies and reap the benefits of business-to-business (B2B) e-commerce through the GXS Trading Grid—one of the world's largest electronic business communities and GXS's unique global integration platform that enables and streamlines cross-enterprise business processes.

By connecting to the Grid, businesses gain:

- Global reach to countries in North America, Europe, Middle East, Africa, Asia and Australia. Trading Grid is the single source for global companies with distributed business operations or regional companies with global trade relationships.
- Access to an online trading community of over 30,000 businesses in the automotive, retail and high-tech supply chains as well as electronic access to financial institutions, transportation providers and government agencies.

To ensure that all businesses can trade electronically—from large multinational corporations to small, home-based start-up companies—GXS offers twenty “enablers” or adapters to connect to the Trading Grid. GXS enablers and adapters provide companies and their suppliers with the right tools to automate manual processes regardless of the company's size, industry, time zone, language or geographic location.



## Solutions for Large Enterprises

Through enterprise application adapters on GXS Trading Grid®, large enterprises can send documents generated by back-office systems directly to the Grid, where trading partners can access those documents in the format that is most useful to them. To help large enterprises gain supply chain visibility and enable their trading partners, the Grid offers a variety of value-added services for large enterprises. Key services include:

- Expansion and automation of trading communities
- Improved visibility and analytics capabilities through central data storage, document tracking and functional acknowledgement (control message) management
- Extension of business process management capabilities into the trading community

The benefits for your organization include lower operating costs, minimized headcount, greater data accuracy, less rework and decreased IT implementation cycle time. Solutions designed for large enterprises include:

**Direct ERP Integration:** GXS offers direct integration from an existing ERP infrastructure such as SAP, Oracle and eMatrix into GXS Trading Grid. For example, you can send an SAP iDOC directly to Trading Grid, where it is translated into an EDI file and delivered to the appropriate trading partners. Your trading partners can send a response in any format. GXS Trading Grid translates the response into an SAP iDOC and delivers it to your SAP ERP system.

**Direct CRM Integration:** GXS enablers facilitate seamless integration between today's most popular CRM applications and GXS Trading Grid. Whether your organization uses a software solution such as Oracle CRM or a hosted solution like Salesforce.com, GXS enables you to send a document from your CRM system to the Grid, where it is translated into an EDI, XML or other file format and sent directly to your trading partners. The same process works in reverse: your trading partners can send a document to the Grid in their preferred format, where it is translated to the correct format and delivered to your CRM system.

**Integration Broker:** Through a strategic alliance with Software AG, GXS delivers business integration solutions to help companies integrate, assemble and optimize IT assets and processes and reach all trading partners through GXS Trading Grid. Our integration broker solution intelligently routes data in real time, separating the data from its communication protocol. It then transforms the data into the format required by downstream systems and routes the data to its final destination.

**Translator:** Large and medium-sized businesses may connect to GXS Trading Grid through scalable data translation solutions for high-volume translation and integration. Compatible with all major platforms, GXS translators offer any-to-any translation, drag-and-drop mapping and easy integration with back-office systems. GXS data translation solutions provide accurate communication between differing formats such as XML, RosettaNet, CIDX, EDI and proprietary formats.

**Managed Services:** Businesses of all sizes can streamline operations and improve the efficiency of their B2B e-commerce program by outsourcing it to GXS Managed Services. Running

### SOLUTIONS FOR LARGE ENTERPRISES

<input type="checkbox"/>	Direct ERP Integration
<input type="checkbox"/>	Direct CRM Integration
<input type="checkbox"/>	Integration Broker
<input type="checkbox"/>	Translator
<input type="checkbox"/>	Managed Services

on GXS Trading Grid®, GXS Managed Services handles the day-to-day management of your technical infrastructure, including systems-health monitoring, data backup, network management, systems administration, database management and application support. The Managed Services professionals at GXS handle all data-mapping and translation tasks, perform change management and issue resolution for trading communities, and proactively troubleshoot and reprocess document errors through GXS Trading Grid.

## Solutions for Fast-Growing, Mid-Sized Organizations

If your business needs to integrate EDI documents into back-office accounting systems such as AccountMate, Sage ACCPAC, BatchMaster, Exact Software North America (previously Macola), Microsoft Dynamics SL (previously Solomon), Microsoft Dynamics NAV (previously Navision), MAS 90/200/500 or Microsoft Dynamics AX (previously Axapta)—GXS has the right solution.

Our accounting package integration solutions enable you to easily manage EDI documents and seamlessly integrate them into your accounting system—eliminating error-prone manual data entry, increasing productivity and streamlining operations. When you combine the functionality of today's higher-end accounting packages with Trading Grid's capabilities, you can run your growing mid-sized business like a *Fortune 500* organization, but without a multi-million dollar budget. Here are examples of how some of today's most popular accounting applications connect to Trading Grid:

**Integration with Microsoft Dynamics AX (previously Axapta):** GXS's adapter for Microsoft Dynamics AX is an easy-to-use service-based solution. The adapter enables you to exchange business information such as purchase orders and invoices directly into and out of Microsoft Dynamics AX. To take advantage of this service, you simply download the Microsoft Dynamics AX adapter from Trading Grid. Once the adapter is installed, EDI documents are seamlessly integrated into your Microsoft Dynamics AX solution. When you utilize GXS's Microsoft Dynamics AX adapter, your organization will be able to manage hundreds, even thousands, of transactions per month without manually keying information into your accounting solution.

**Integration with Microsoft Dynamics NAV (previously Navision):** Growing mid-sized businesses will appreciate the easy-to-install Trading Grid adapter for Microsoft Dynamics NAV. GXS's integration solution for Microsoft Dynamics NAV is a service-based adapter that enables you to transmit business information such as purchase orders and invoices, directly into and out of Microsoft Dynamics NAV. All it takes to get started is to download the Navision adapter from Trading Grid and install it, automatically integrating EDI documents into your Microsoft Dynamics NAV solution. With the GXS Microsoft Dynamics NAV adapter, your organization eliminates manual data entry from most transactions.

**Integration with ACCPAC:** GXS offers Trading Grid adapters for the full suite of ACCPAC solutions including the Enterprise edition, Corporate edition and Small Business edition. Supporting Accounts Receivable and Accounts Payable features, the Trading Grid adapter makes it easy to run and manage affordable EDI processing directly from your ACCPAC

### SOLUTIONS FOR FAST-GROWING, MID-SIZED ORGANIZATIONS

<input type="checkbox"/>	Integration with Microsoft Dynamics AX (previously Axapta)
<input type="checkbox"/>	Integration with Microsoft Dynamics NAV (previously Navision)
<input type="checkbox"/>	Integration with Sage ACCPAC
<input type="checkbox"/>	Integration with MAS 90.200.500

application. To use this service-based solution, simply download the ACCPAC adapter from Trading Grid; once the adapter is installed, EDI documents will be seamlessly integrated into your ACCPAC system—eliminating costly manual data entry and streamlining operations.

**Integration with MAS 90/200/500:** GXS offers an integration solution for the suite of MAS products which is particularly popular with manufacturers. GXS's enablers for the MAS suite are service-based, meaning that there is no new software to learn, install and manage. The integration solution for MAS enables you to seamlessly exchange business information such as purchase orders and invoices, directly into and out of MAS 90, MAS 200 and MAS 500. Once you've installed the MAS adapter, EDI documents will be seamlessly integrated into your MAS system—eliminating the need to manually key information into your accounting solution.

## Solutions for Small Businesses

Small businesses have unique challenges and different needs than their larger counterparts. Many smaller businesses are being asked—and in some cases *required*—by their customers and larger trading partners to participate in e-commerce initiatives. For businesses with small IT departments, or no IT departments, meeting these demands is not only confusing but expensive and time consuming.

So how do you maintain customer satisfaction without breaking the bank? Simple. Turn to GXS. GXS offers a range of small and medium business (SMB) solutions to suit your company's needs. In fact, many of our solutions are pre-configured to handle today's most common supply chain transactions and meet the requirements specified by many large retailers and manufacturers.

**AS2/Internet EDI:** AS2 is an industry-sanctioned protocol that allows companies to transmit EDI and XML data over the Internet in a secure and reliable fashion. This approach enables your company to retain its IT and operational investments while benefiting from the speed and ease of the Internet. Many companies that embrace AS2 are encouraging or demanding that trading partners implement AS2 as well. If you are on the receiving end of such a requirement, GXS offers both AS2 services and software to help you quickly satisfy your customers. You can opt to use GXS Trading Grid and avoid all the up-front and ongoing costs of AS2 (software, hardware, expertise, maintaining 24x7 availability, issue resolution, etc.) or you may choose to purchase AS2 software and control your own AS2 environment.

**Desktop translator:** GXS desktop translator offers easy-to-use, rich functionality without the expense and support of traditional system-to-system architectures. Pre-configured for the most popular supply chain transactions and for the specific requirements of many large retailers and manufacturers, GXS desktop translators offer you the ability to view, create, print, import, export and exchange electronic documents with your trading partners.

**File upload with hosted translation:** If you are manually keying electronic data to and from back-office systems, you may experience high error rates, re-work requirements, long cycle times and chargebacks. With file upload and hosted translation from GXS, you can eliminate duplicative manual processes. GXS hosted translation services enable your company to enjoy

### SOLUTIONS FOR SMALL BUSINESSES

<input type="checkbox"/>	AS2/Internet EDI
<input type="checkbox"/>	Desktop translator
<input type="checkbox"/>	File upload with hosted translation
<input type="checkbox"/>	Integration with PeachTree
<input type="checkbox"/>	Integration with Line 50
<input type="checkbox"/>	Integration with QuickBooks
<input type="checkbox"/>	Web forms
<input type="checkbox"/>	Microsoft Excel

improved productivity and operational efficiency without changing current processes. Supporting standard formats (XML, ANSI X12, RosettaNet, etc.) as well as proprietary formats, GXS performs mapping based upon pre-built trading partner kits or your unique needs. Integration is supported through file import and export capabilities. GXS also offers a set of supply chain execution features for order management and shipping.

**Integration with PeachTree®:** As you create and receive business documents, they are automatically imported and exported into PeachTree over the Internet or your private network—reducing manual entry requirements. Plus, built-in VICS, ASN and barcode capabilities help improve shipment accuracy, leading to fewer shipping errors and improved customer service. With an extensive library of pre-configured, easy-to-maintain trading partner kits, GXS makes it easy to handle your trading partners' EDI requirements whether you use the Basic, Standard, Advanced or Premium editions of PeachTree.

**Integration with Line 50:** Widely used in the United Kingdom, Line 50 has its own integration into Trading Grid. GXS's integration solution for Line 50 is service-based—meaning there is no new software to learn, install and manage. The integration solution for Line 50 enables you to exchange business information such as purchase orders and invoices, directly into and out of Line 50. Once you've installed the Line 50 adapter from Trading Grid, EDI documents will be seamlessly integrated into your system—eliminating the need to manually key information into your accounting solution.

**Integration with QuickBooks:** Whether you are a home-based start-up using QuickBooks Basic or a growing business using QuickBooks Enterprise, GXS accounting package integration solutions can seamlessly integrate electronic business documents such as invoices and purchase orders into your accounting system. GXS provides seamless integration of EDI documents into QuickBooks without programming—so you don't need a large IT investment to run an effective, streamlined e-commerce program. With simple user-driven mapping capabilities, rapid template development to meet trading partners' requirements, and support for all major forms of connectivity, our SMB accounting integration solution is easy for companies of any size.

**Web Forms:** With GXS's Web forms, all businesses can quickly, easily and cost effectively access Trading Grid to participate in e-commerce/EDI programs without purchasing, installing or managing additional software. Web forms enable you to easily view, create and manage electronic documents such as purchase orders, invoices, ship notices and remittance advice documents. Built-in data validation, pre-populated forms and template capabilities increase data accuracy, help you avoid duplicative re-keying and minimize data entry errors—so you can proceed with normal business processes while increasing the speed and accuracy of document turnaround. As a result, any company with an Internet connection can quickly and seamlessly comply with customer mandates, reap the benefits of e-commerce and trade with over 30,000 organizations already on the Grid. With flexible subscription pricing, robust support options and an intuitive, easy-to-understand interface, GXS web form solutions make EDI easy for all businesses.

**Microsoft Excel:** While small businesses may not have dedicated IT resources or comprehensive ERP or CRM systems, most use Microsoft applications for some day-to-day business operations. GXS, partnered with Microsoft, has unveiled GXS Trading Grid® for Excel, an innovative service that enables you to exchange critical business documents electronically throughout the world by leveraging the Microsoft Excel application that you already know and use. Customized Excel spreadsheet templates include built-in validations to increase data completeness and accuracy. To send documents, just click on the GXS Trading Grid tab on Microsoft Excel's new Ribbon Bar (a row of tabs you click to execute commands). Documents are automatically sent to GXS Trading Grid for translation and forwarded to your trading partner, ready for processing in the required format.

## Solutions to Maintain Paper-Based Processes

Let's face it: not every company can conduct e-commerce or build an EDI program. The company may be a start-up business, so it does not yet have the resources to conduct e-commerce. Or, the company may be located in an area with there is little or none of the infrastructure necessary for e-commerce. Whatever the reason, GXS has the solutions that allow businesses with paper-based processes to participate in their customers' and other trading partners' e-commerce programs.

**Service Bureau:** Doing business with large companies requires many small businesses to support their larger trading partners' e-commerce requirements. Meeting these requirements can be a significant challenge for small businesses that lack IT infrastructure, expertise and resources. To address this problem, GXS offers a service bureau solution with our partner, ACT Data Services. The service bureau solution enables small businesses to conduct e-commerce with larger trading partners without the need to purchase, install or learn any new software or hardware. When companies use the service bureau solution, GXS and ACT Data will receive, translate, report and print EDI documents; print packing slips and UCC-128 (SSCC-18) barcode labels; and transmit acknowledgements, invoices and advance ship notices (ASNs).

**Fax:** Large corporations frequently have trading partners located throughout the world: one company's headquarters maybe be located in North America or Europe, but many of their suppliers are scattered across Central and South America, Asia, Eastern Europe and Africa. To enable all companies to electronically trade, GXS offers an EDI-to-Fax service. This service allows companies to electronically send EDI documents to their trading partners; the EDI documents are then turned into facsimiles for receipt by smaller trading partners located anywhere in the world.

**Postal Mail:** GXS enables electronic trading for businesses with no technology background, experience or capabilities—even trading partners without a fax machine. In the event a trading partner utilizes no technology, businesses can still conduct electronic trading through the mail. The trading partner simply mails an order, invoice or other business document. GXS converts that information into the appropriate EDI, XML or industry-specific format and electronically sends it for receipt into back-office systems.

### SOLUTIONS FOR SMALL OFFICE/HOME OFFICE

<input type="checkbox"/>	Service Bureau
<input type="checkbox"/>	Fax
<input type="checkbox"/>	Postal Mail

## Why GXS

When companies select GXS, they partner with a supply chain expert with over 40 years of experience and a global presence and multi-lingual support. GXS offers a complete suite of solutions to electronically enable the smallest trading partners up to robust, enterprise-wide solutions designed for the needs of the *Fortune 500*. When you combine GXS's global reach, SMB and enterprise solutions, and the ability to leverage Trading Grid to connect entire trading communities, GXS is the clear choice for companies' supply chain needs.

## 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 more than 70 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](http://www.gxs.com).



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