



9711 Washingtonian Boulevard, Gaithersburg, MD 20878, U.S.A. • +1-800-560-4347 • +1-301-340-4000 • www.gxs.com

GXS and Tillerman Partner to Streamline Data Collection for Complete Point-of-Sale Analytics

GXS Simplifies the Collection of Key Data Elements to Save Time and Money for Better Demand Planning and Forecasting

GAITHERSBURG, MD— June xx, 2013 — [GXS](#), a leading provider of B2B integration services and Tillerman, today announced a partnership to streamline data collection for complete point-of-sale analytics. Through the partnership, Tillerman’s Point-of-Sale (POS) Software-as-a-Service (SaaS) application will now integrate with GXS Trading Grid, the world’s largest integration cloud, to easily collect key data and provide Tillerman’s clients with insight into their supply chains for more accurate planning and forecasting.

In order to make decisions regarding current and future product purchases, many wholesalers rely on weekly POS data. However, typically each individual retailer provides POS data with a wide variety of formats, metrics and product attribute details, which manufacturers then have to manually compile and analyze. GXS Trading Grid will eliminate the costly and time consuming process by automatically delivering the POS data to Tillerman in one streamlined report that is easily analyzed.

“We are now able to offer our customers additional value by eliminating the manual tasks associated with POS performance tracking and reporting,” said John Hidgon, Managing Partner at Tillerman. “Unlike other available options, Tillerman captures sales data from all available sources, so we can report performance across all of a client’s accounts. By getting the data directly from the GXS Trading Grid instead of having to depend on the wholesaler, we have simplified the collection of key data elements required to effectively report complete POS results.”

“We are excited to be partnering with Tillerman to offer their customers a complete view of their POS data,” said Andrea Brody, vice president of Global Business Development at GXS. “Regardless of format, language and other variances, GXS provides companies with complete visibility into their process to provide an accurate view of their operations and enable companies to make educated decisions.”

Tillerman offers a SaaS-based solution that includes EDI Data, Non EDI Financial Data and product catalog that combine to create the highest quality data set available. Integrating the multiple data sources, Tillerman enables wholesalers to accurately report on Sales, On Hand, Markdowns and Vendor Margin by Vendor, Division, Brand, Retailer and Product Attribute. In addition, EDI 852 data is used to deliver visibility to performance by store location and size.

GXS Trading Grid automates supply chain processes such as procure-to-pay and order-to-cash for thousands of companies in the automotive, high tech, financial services, consumer products and retail sectors. GXS Trading Grid enables customers to exchange information, such as electronic product catalogues, inventory reports, purchase orders, shipment notices, invoices and remittance advices using popular standards such as EDI and XML, electronically. By eliminating time-consuming and error-prone communication methods such as e-mails, faxes and phone calls, B2B integration reduces not only the cost of information exchange, but the latency of data flow between business partners.

About GXS

GXS is a leading B2B integration services provider and operates the world's largest integration cloud, GXS Trading Grid®. Our software and services help more than 550,000 businesses, including 22 of the top 25 supply chains, extend their partner networks, automate receiving processes, manage electronic payments, and improve supply chain visibility. GXS Managed Services, our unique approach to improving B2B integration operations, combines GXS Trading Grid® with our process orchestration services and global team to manage a company's multi-enterprise processes. Based in Gaithersburg, Maryland, GXS has direct operations in 20 countries, employing more than 2,800 professionals. To learn more, see <http://www.gxs.com>, read our blog at <http://www.gxsblogs.com>, follow us on Twitter at <http://twitter.com/gxs> and join us on LinkedIn at <http://www.linkedin.com/company/gxs>. You can also access our public filings with the Securities and Exchange Commission at <http://www.sec.gov/edgar.shtml>.

FORWARD-LOOKING STATEMENTS

This press release may contain "forward-looking statements." All statements, other than statements of historical facts that address activities, events or developments that the company expects, believes or anticipates will or may occur in the future are forward-looking statements. These forward-looking statements are affected by risks, uncertainties and assumptions, including but not limited to those set forth in the company's public filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K and its Quarterly Reports on Form 10-Q. Accordingly, actual results or outcomes may differ materially from those expressed in the forward-looking statements. You should not place undue reliance on these statements and the company undertakes no obligation to update or revise any forward-looking statements to reflect events or circumstances that may arise.

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Media Relations:

Robin Lane
GXS
301-340-4277
robin.lane@gxs.com