



# IN THE NEWS

100 Edison Park Drive, Gaithersburg, MD 20878, U.S.A. • +1-800-560-4347 t • +1-301-340-4000 t • www.gxs.com

## **Tokyo Electron Deploys GXS Managed Services with RosettaNet Capability**

*Enterprise Business Achieves Cost Savings and Greater Supply Chain Efficiency through B2B Outsourcing*

**GAITHERSBURG, Md. and TOKYO — July 29, 2009** — GXS, a leading provider of business-to-business (B2B) e-commerce solutions, today announced that Tokyo Electron Limited (TEL), a leading global supplier of semiconductor production equipment, has selected [GXS Managed Services](#). Seeking a provider that could fully support the [RosettaNet standard](#), TEL turned to GXS to provide a comprehensive B2B outsourcing solution that would help it achieve operational cost savings and greater supply chain efficiency.

TEL processes a high volume of transactions with its local and global trading partners on a daily basis. The company is required to support various data exchange formats and B2B standards including RosettaNet, an XML-based standard frequently used in the [high tech and electronics industries](#). TEL's IT department also is responsible for software and hardware maintenance of its B2B system including systems management, features and functions enhancement, new product releases, etc., all of which require extensive internal resources. To simplify compliance with trading partner requirements, TEL chose GXS Managed Services, GXS' comprehensive portfolio of B2B outsourcing services. GXS Managed Services includes B2B messaging services, standards translation, trading partner onboarding, community management and mapping.

"We understand the complexity of managing a B2B e-commerce project from both the technical and business process perspectives," said Kimihiko Katano, group leader of Information Systems, IT of Tokyo Electron Limited. "GXS Managed Services has simplified our B2B operations by automatically integrating with our backend systems and enabling us to connect with our key trading partners using RosettaNet. The migration from in-house to GXS Managed Services was successful and faster than it expected. It was completed seamlessly at both ends—with our trading partners and TEL."

By adopting GXS Managed Services, TEL is able to achieve a wide range of benefits such as a more efficient supply chain, improved customer satisfaction, reduced IT workload and an increased focus on the company's core operations. More importantly, TEL is also expecting to achieve a significant reduction in its B2B costs. The anticipated migration time to GXS Managed Services was more than six months, but GXS was able to implement TEL within three months, exceeding the company's expectations. In April 2009, one of TEL's major customers, its largest U.S. vendor, first placed orders via GXS Managed Services. TEL plans to expand this service to other trading partners globally including its overseas subsidiaries.

“With a seamless and hassle free migration, our company was able to continue doing business and connect with trading partners immediately. We are very pleased and impressed with the professional project management of the GXS team,” Katano continued.

“With the current economic downturn, many companies are operating in a lean structure to reduce costs while maintaining the same level or even better quality of B2B services. Hence the demand for B2B outsourcing services is increasing,” said Yoshiyuki Tanaka, country manger of GXS Japan. “TEL is a perfect case study of a company with global demand for its products and complex B2B operations. This is the sweet spot of GXS. We are the only B2B provider that can meet TEL’s needs both geographically and technologically and we are proud they chose us to serve their needs.”

GXS Managed Services is a comprehensive B2B outsourcing portfolio of services that provides companies with the people, processes and technologies necessary to maintain complex B2B e-commerce programs. 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. Together, these services enable companies to build and grow B2B networks without making additional investment in hardware, software or human resources. GXS Managed Services customers represent a variety of industries including consumer products, financial services, high tech, manufacturing and retail. More than 200 enterprise companies around the world currently use GXS Managed Services, including Mitsubishi Motors, Yanmar, BB&T, Henkel, Miller Brewing Company, Shinhan Bank, Sun Microsystems and WH Smith.

### **About Tokyo Electron**

As a leading global supplier of semiconductor production equipment, Tokyo Electron Limited (TEL) engages in development, manufacturing, and sales in a wide range of product fields. The company also leverages specialized technologies developed for the semiconductor production equipment market to engage in the area of flat panel display (FPD) production equipment. All of TEL's semiconductor and FPD production equipment product lines maintain high market shares in their respective global segments.

TEL provides outstanding products and services to customers through a global network of approximately 90 locations in 15 countries in the U.S., Europe, and Asia. For more information, please visit <http://www.tel.com/>.

### **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), <http://blogs.gxs.com/> and <http://twitter.com/gxs>.

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**Media Contact:**

Allison Tobin  
GXS Global Corporate Communications  
+1 (301) 340-4988  
[allison.tobin@gxs.com](mailto:allison.tobin@gxs.com)

Jane Cheng  
Marketing Director, Asia Pacific, GXS  
+852-2884 6029  
[jane.cheng@gxs.com](mailto:jane.cheng@gxs.com)