



IN THE NEWS

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Dairy Crest Signs Multi-Year Agreement for GXS Managed Services

Leading Dairy Foods Company Identifies Key Benefits of Outsourcing Customer and Supplier Transactions

GAITHERSBURG, Md. and LONDON — August 17, 2009 — GXS, a leading provider of business-to-business e-commerce solutions, today announced that Dairy Crest, the UK's leading chilled dairy foods company, has signed a multi-year agreement for [GXS Managed Services](#). GXS Managed Services is GXS' portfolio of B2B e-commerce outsourcing services which includes B2B messaging services, trading partner onboarding, community management, mapping, testing and monitoring. By outsourcing the management of its B2B e-commerce network, Dairy Crest is improving and optimizing its relationships with customers and suppliers.

Seeking greater efficiency in its supply chain, Dairy Crest turned to GXS to manage interactions with more than 30 customers in the UK including the major high-street retailers. In a subsequent phase, Dairy Crest will extend the scope of the outsourcing project to encompass additional customers and suppliers.

“Overall, we expect outsourcing will improve the reliability, robustness and consistency of our systems to help drive customer satisfaction to new levels,” said Shamash Merali, group IT director for Dairy Crest. “Using GXS Managed Services will help us reduce risk, costs and improve time to market with our customers and suppliers.”

Dairy Crest manufactures a range of well-known dairy brands such as Cathedral City cheddar, Clover spread, Country Life butter and FRijj milkshakes. Faced with external challenges such as rising energy costs and higher raw material prices, Dairy Crest identified the streamlining and consolidating of its B2B systems as a way to reduce costs, leading to the selection of GXS Managed Services. GXS Managed Services is a comprehensive B2B e-commerce outsourcing service that enables Dairy Crest to automate transactions with its customers and suppliers while eliminating error-prone manual efforts. GXS Managed Services drives process integration improvements and greater business intelligence.

“GXS Managed Services will enable Dairy Crest to utilize GXS' experience in managing entire networks of customers and suppliers,” said Jon Keating, vice president of EMEA at GXS. “This will result in rapid deployment of the company's B2B programs to all trading partners, leaving Dairy Crest time to focus on their core business rather than troubleshooting and infrastructure management.”

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 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 Dairy Crest

Dairy Crest is the UK's leading chilled dairy foods company. They manufacture a range of everyday dairy brands including the award-winning Cathedral City cheddar, Clover spread, Country Life butter and FRijj milkshakes. They also supply milk to retailers throughout the country, from major supermarkets to village stores, while their milkmen deliver milk - and much more - to thousands of homes in England and Wales each day. Their sales are in the region of £1.6 billion a year.

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 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://blogs.gxs.com> and <http://twitter.com/gxs>.

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