

crossgate: EDI Power for SAP NetWeaver™

[Linking every single partner to the “EDI on demand” service via the B.I.P. transaction platform](#)

Starnberg, 30th of November 2006 – **SAP NetWeaver XI™* is the perfect tool for integrating internal applications, but until now additional software had to be purchased and customised to facilitate electronic communication with external partners (electronic data interchange, or “EDI”). However, crossgate is now offering a new service called “EDI on demand” based on SAP NetWeaver™. This provides a direct link to more than 34,000 business partners from a wide range of sectors. No investment in new software or hardware is required to achieve this. Transactions run via an XI instance of the Business Integration Platform™ (B.I.P.) operated by crossgate, and settlement is carried out according to the number of documents actually transferred.**

Any company choosing SAP NetWeaver XI™ at the moment wants to profit quickly and easily from the advantages of linking up internal and external processes directly. The vision of exchanging information without having to use different media and the resultant optimisation of business processes have both moved one step closer with the introduction of this integration tool. The outside world is now also accessible to a company thanks to the new service package from crossgate (previously indatex SCI GmbH), which is based on SAP NetWeaver™. With this outsourcing solution, SAP NetWeaver XI™ can still be operated internally; crossgate's involvement comes with the link-up to external partners. The documents are converted into the required formats and transferred to the recipient via the Business Integration Platform™. Should the business partners' requirements change, then the relevant modifications are also carried out centrally via B.I.P.™.

If a company does not have the relevant resources to execute the move to SAP NetWeaver XI™ itself, however, then crossgate can undertake all the integration work on its behalf. This specialist technology company completes the roll-out of SAP NetWeaver XI™ and is the main contact relating to ongoing maintenance of internal connections and the EDI link-up of business partners via B.I.P. as an outsourced service. If the customer requires the interfaces internally later on, a transfer is easily possible.

* In future this will be known as “PI” (Process Integration).

“SAP regards this solution as a future-proof concept with a great deal of market potential. The firm has always been a strong partner for us as the subject of EDI is obviously closely connected with corresponding corporate applications such as ERP or CRM,” explains Stefan Tittel, CEO of crossgate. “Thanks to the new partnership created specifically for SAP NetWeaver XI™, we’re once again able to demonstrate our capability as an integration specialist. What’s more, over 80% of our customers are already using SAP software und want a B2B solution based on SAP NetWeaver XI™.”

crossgate AG (formerly indatex SCI GmbH) in brief

crossgate is a specialist in B2B integration and “cross automation” – the cross-media automation of business processes in and between companies. At the heart of this is Europe's largest transaction platform, the Business Integration Platform™ (B.I.P.). Over 34,000 companies are already exchanging documents and data via this platform, regardless of format and media restrictions. This transaction-based business model has already become well-established in the automotive industry, the logistics sector and in trade and industry. crossgate’s customers include companies such as Audi, Brembo, CeramTec, Fiege, Hartmann, Lanxess, Philips, voestalpine Automotive, VW and Zumtobel.

crossgate was founded in the year 2001 in Starnberg near Munich, Germany. Its investors are DAH-Beteiligungsgesellschaft, which belongs to the family of SAP co-founder Dietmar Hopp, the company Otto Wolff Industrieberatung und Beteiligungen GmbH and the Al-Jomaih Group. In addition to its headquarters in Starnberg, crossgate is represented at five sites in Germany, including Berlin, Cologne and Walldorf. In 2006, crossgate Italia S.p.a. was founded in Milan as the first foreign subsidiary, and other foreign branches can be found in New York and Dublin. The cross-media automation specialist currently employs a total of around 200 staff. The founder and chairman of the board is Stefan Tittel.

More information can be found at www.crossgate.de.

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