

Quickly Fulfilling International Requirements

[crossgate wins 3-year contract with Franz Gottwald GmbH at the 8th Annual Meeting of Industry Decision-Makers in Berlin](#)

Starnberg, 6 August 2007 – Although it only recently took place, the 8th Annual Meeting of Industry Decision-Makers has already resulted in new orders being placed with crossgate AG. The specialists in B2B integration and cross-company automation were able to conclude a three-year contract with Franz Gottwald GmbH + Co. KG, a German vendor of hydraulic and sealing products based in Bremen. By virtue of its new link to the Business Integration Platform™ (B.I.P.), this medium-sized company will be able to fulfil the requirements expected of a global player within a very short time.

A major customer recommended crossgate's approach to Franz Gottwald GmbH + Co. KG who had special requirements concerning data quality and electronic communication. The Annual Meeting – an ideal networking event for top management – enabled executives, IT managers and project managers from the two companies to discuss their future collaboration face to face. It was decided that EDI should be implemented as an on-demand service to enable data associated with purchasing processes to be exchanged with Franz Gottwald's strategic business partners in Germany. "Coupled with our talks at the Annual Meeting and crossgate's positive references, the short and speedy processes that characterise decision-making and project implementation at crossgate completely convinced us of their capability in the EDI sector," says Norbert Brothun, managing director of Franz Gottwald GmbH + Co. KG.

Once Franz Gottwald has been linked up to B.I.P.™, all the company's purchase orders and order confirmations will be dealt with by means of electronic data transfer. A special in-house data format is to be created and fine-tuned for those customers who are currently unable to employ EDI. This will be a particularly tough task for crossgate to solve, but the specialists at the Starnberg firm will doubtless manage it thanks to their considerable experience and the broad technical scope of their B2B network, which is currently the largest of its kind in Europe. Using the new service, Franz Gottwald will then be able to link up as many of its partners to the EDI platform as it wishes. What's more, it can transmit an unlimited amount of data electronically each month since it pays crossgate a fixed all-in fee for this capability. The crossgate model means there won't be any nasty surprises in store for the north German firm as the entire costs associated with the implementation, the technical link-up and day-to-day operations can be calculated and budgeted well in advance.

crossgate AG (formerly indatex SCI GmbH) – the company:

The crossgate AG, based in Starnberg, has been the supplier of Europe's largest centralized transaction platform, the Business Integration Platform™ (B.I.P.), for six years now. The focus of the company is on the innovative integration of critical and inter-company business processes, as well as transaction-based process handling. crossgate combines industry and process know-how for more than 34.000 companies in the automotive and manufacturing industries, logistics, and retailing with great technological problem-solving ability in IT. The list of customers includes established names like Audi, Bermbo, CeramTec, Fiege, Hartmann, Lanxess, Philips, voestalpine Automotive, VW und Zumtobel.

The principal shareholders of crossgate are the DAH-Beteiligungsgesellschaft of the family of the SAP founder Dietmar Hopp, the Otto Wolff Industrieberatung und Beteiligungen GmbH and the Al-Jomaih Group. There are over 200 employees in five locations in Germany and subsidiaries in Milan (crossgate Italia S.P.A.), New York and Dublin / Ireland. The founder and CEO of crossgate is Stefan Tittel. More information at www.crossgate.de

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