

crossgate renders SAP® Systems completely EDI capable

New B2B 360° Services On Demand

Starnberg, November 21, 2007 – The new partnership with SAP™ in the field of business process outsourcing (BPO) is a fitting occasion for crossgate, the specialist in B2B integration and cross-company automation, to launch an innovative and unique service offering for SAP™ solutions. Known as *B2B 360°*, these on-demand services from crossgate work with existing SAP™ installations. Users of SAP™ software can exchange business data electronically via EDI without any additional components. Furthermore, users can tap into the 21.6 million combinations of B2B processes in crossgate's own transaction network.

With crossgate's *B2B 360°* services for SAP™ solutions, you have immediate electronic access to your business community. No system architecture adjustments are necessary to make this possible. All required computer applications are already found in the SAP™ applications. With proven onboarding expertise, crossgate integrates all business partners with ease and resolves all data incompatibilities providing for universal integration of all forms of data transmission. crossgate provides a wide range of services, including e-invoicing, digital signatures, cross-media integration and process automation. The *B2B 360°* solution dramatically lowers the costs associated with EDI by streamlining communication with business partners. The customer has the benefit of a consumption based payment rate and no investments in hardware or software are necessary prior to using crossgate's platform.

The *B2B 360°* integration package comprises everything from digitizing paper-based processes to fully automatic EDI, from orders to invoices. Irrespective of technical sophistication, organizations large and small will benefit from this new offering. Over thirty different types of documents such as order forms, delivery notes, invoices, payslips and credits can all be sent to the recipient by means of EDI. The *B2B 360°* services also include managed services such as 24/7 professional support and comprehensive consulting operations. Moreover, the available services also consist of transaction management, conversion and real-time monitoring, BI analysis during transactions, long-term archiving, straightforward data transfer, JIT messaging, qualified electronic signatures and validation services.

“The new *B2B 360°* services supported by SAP™ software render electronic data exchange

faster, cheaper and simpler for businesses,” declares Stefan Tittel, the founder and CEO of crossgate. “We’re providing SAP with a B2B transaction network containing 2,500 customers and a repository spanning 34,000 firms. As a result, all possible business processes have already been mapped, and connection is expedited.”

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crossgate AG in brief:

crossgate is a specialist in B2B integration and cross automation, the automation of business processes in and between companies and across all media types. At the heart of the company is the largest B2B transaction platform (B.I.P). More than 34,000 companies exchange documents and data over this platform which is both format and media type independent. With the new B2B 360° Services powered by SAP®, clients have immediate access to all integrated business partners on the platform directly from their SAP®-System.

crossgate’s transaction based business model has already proven its success in the automobile, logistic, trade, chemical and manufacturing industries. crossgate was founded in 2001 in Starnberg, Germany. The principal investors are the family of the SAP founder Dietmar Hopp, the Otto Wolff Industrieberatung und Beteiligungen GmbH and the Al-Jomaih Group. In addition to the headquarters in Starnberg, crossgate has five offices in Germany, among these, Berlin, Köln and Walldorf, and overseas branches in Atlanta, London, Milan and Paris. Altogether, the cross automation specialist has 200 employees. Founder and CEO is Stefan Tittel. For more information, go to www.crossgate.de.

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