

BASF Selects Crossgate B2B 360 Services for SAP

Atlanta, Georgia, January 22, 2008 – **BASF, the world's leading chemical company, is employing the EDI services provided by Crossgate, the specialist in B2B integration and cross-company automation, to deal with its incoming supplier invoices and credit notes, including the use of qualified digital signatures. As part of the eInvoicing project, Crossgate has agreed to sign and validate all the EDI data on behalf of BASF's suppliers. When the initial phase ends, up to a thousand of BASF's business partners will then be successively linked up to the electronic B2B system. This step is expected to result in considerable cost-savings for the chemical enterprise while at the same time accelerating its processes and reducing the amount of errors that occur.**

The chemistry's definitely right in this case! BASF has been supplying customers from virtually every single industry with high-quality products and intelligent system-based solutions for over 140 years. Its portfolio covers chemicals, synthetic products, refined products, pesticides, fine chemicals, crude oil and natural gas. To be able to maintain its leading role on the global market in future, the company intends to keep up its profitable growth strategy. Reductions in costs and the optimization of its corporate processes will both play a significant role here, and digitizing the process of exchanging data will take account of both of these aspects.

In Crossgate's transaction-based business model, BASF is not required to invest in any hardware or software at all as the solution is based on its existing IT infrastructure. All it is charged is a fee for the documents that have actually been transmitted via Crossgate's B2B platform. The two companies are also working together with respect to the roll-out for BASF's suppliers – the roll-out portal provided by Crossgate is being employed to gather relevant information about the suppliers, for instance. BASF's business partners are learning about the new electronic system in direct interaction with the company's staff. "Our eInvoicing service doesn't just result in cost- and process-related benefits for BASF. More importantly, the qualified digital signatures we employ mean that BASF is in a safe position regarding tax issues," explains Scott Lewin, President, Crossgate, Inc. Once the pilot phase of the project has been completed in spring 2008, up to a thousand suppliers are going to be connected up to the B2B system. From that point on, approximately 47,000 messages a month are expected to be transmitted electronically.

PRESS RELEASE

Crossgate, Inc.

Crossgate provides electronic data interchange (EDI) and related services as an on-demand Business Ready Network. The heart of the system is the worlds largest B2B transaction network (B.I.P.). More than 34,000 companies already use B.I.P. to exchange documents and data regardless of format and across all media. The new B2B 360° Services, powered by SAP™, gives customers instant access from their SAP® system to all business partners integrated in the platform.

Crossgate is represented in Europe at five sites in Germany, with subsidiary branches in London, Milan, and Paris. For further information, see www.crossgategroup.com.

Contact:

Crossgate, Inc, Steve Sprague

Steve.sprague@crossgategroup.com, Tel: 404-460-5125, Fax: 404-460-5001

www.crossgategroup.com