

## PRESS RELEASE

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### **Crossgate AG announces expansion of UK subsidiary London-based Crossgate UK, Limited offers B2B solutions to a wider global audience**

*London, UK, January 30, 2007* – Crossgate AG, the first intelligent Business Ready Network and global leader in electronic data interchange (EDI), accelerates its continuing global reach with the expansion of its European operations. Crossgate UK Limited will be responsible for delivering “on demand” B2B solutions to a large market of midsize and large companies in the United Kingdom, Ireland, The Netherlands, Northern Europe, Africa, and the Middle East. Crossgate UK, Limited, opened its doors in London in the fall of 2007.

With more than 34,000 business partners already connected to Crossgate’s Business Integration Platform (B.I.P.), Crossgate UK Limited is now the only B2B vendor focused on providing:

- **Reusable business content**  
Organizations don’t have to reinvent the wheel and create technical mappings for each new project. By focusing on a core philosophy of standardization, Crossgate solutions allow customers and network participants to take advantage of cost savings gained from reusability and pre-defined integration touch points.
- **Fixed cost investment**  
Often, B2B service engagements spiral out of control with continuing change requests and increasing time and material fees. Crossgate’s business model is both fixed and predictable. Decision makers and purchasing executives will know in advance exactly what it will cost to electronically exchange business documents with any global customer, supplier, bank, government, or logistics partner.
- **A strategic B2B platform for SAP end users**  
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.

Crossgate UK Managing Director Rakesh Harji, former Managing Director for SEEBURGER UK Limited welcomes the challenge of expanding the customer base and management team at Crossgate UK. "I am really excited about what Crossgate has to offer in terms of our value proposition and what we're trying to achieve" says Rakesh. "This is something companies really need today in order to be effective in collaborating with their business partners. We have a unique concept of powering a global business network for our customers while taking away all the pain and expense of them having to connect to partners individually. This whole model will totally change the face of what B2B means to companies."

Crossgate already operates Europe’s largest central B2B transaction network, so the opening of its London subsidiary, coupled with the opening of subsidiaries in Paris and Atlanta, firmly

establishes Crossgate as a global vendor with the ability to address B2B requirements rapidly and successfully for customers around the world.

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#### Crossgate UK Limited

In the future, electronic data exchange will be much like electricity—available when required, flexible to the user's needs, paid for as used, and provided by a small number of critical suppliers. Crossgate's mission is to make this service as flexible, affordable, and simple for companies as making a phone call. Crossgate provides electronic data interchange (EDI) and related services as an on-demand Business Ready Network. The heart of the system is the world's 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, Paris, and the United States. For further information, see [www.crossgategroup.com](http://www.crossgategroup.com).

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