

“GXS TradeWeb saves a tremendous amount of time when it comes to delivering and receiving information from trading partners. For example, it takes a document sent by mail two weeks to reach the Chrysler Group’s Canadian suppliers. An invoice transaction moving via GXS TradeWeb takes place in a matter of minutes.”



Chrysler Group, LLC

Corporate Profile

Famous Automotive Manufacturer

Automotive giant **the** Chrysler Group, LLC is saving millions of pounds each year as a result of streamlining its operations with parts suppliers. Working with GXS, the company implemented an electronic data interchange (EDI) system to replace the paper-based communications once used to communicate with smaller suppliers. This has put Chrysler Group, LLC on the road to achieving its goal of becoming the world’s premier automotive manufacturer.

Business Challenge

Drive Down Costs by Going Paperless

Long before the company merged with Daimler-Benz in 1998, Chrysler Group, LLC recognized that exchanging information with suppliers via paper-based forms and mail was a slow, expensive process. Early on, the Chrysler Group embraced new technologies that would speed communication with suppliers and support just-in-time (JIT) shipments. As EDI became more commonplace, many of the Chrysler Group’s larger suppliers began to communicate with the company this way. But the smaller suppliers who were sending most of the paper could not afford their own EDI systems.

The Chrysler Group continued to search for ways to tighten its supply chain, reduce costs and improve productivity. Even though large suppliers were using EDI, it was taking the Chrysler Group weeks to process purchase orders and invoices because smaller suppliers still relied on paper forms. In 1995, the company made a landmark decision—to become completely paperless by the year 2000. To achieve this, the Chrysler Group needed an inexpensive EDI solution for small, low-volume suppliers.

The Chrysler Group called on GXS for help.

The Solution

Ramp Smaller Suppliers with GXS TradeWebSM and Desktop EDI

In its quest to become paperless, the Chrysler Group chose GXS TradeWeb, a forms and web-based EDI service that was the first of its kind in the market. All a supplier needed was a personal computer and Internet connection to access GXS TradeWeb and exchange business documents with the Chrysler Group for a nominal per-transaction fee. This solution made sense for the Chrysler Group’s small low-volume suppliers who couldn’t justify the expense of a £1,500 - £2,000 PC-based EDI system.

Desktop EDI was the solution for higher-volume suppliers that sent more than 30 documents a month to the Chrysler Group. Desktop EDI, a desktop translation and business document management software, could be fully integrated with a company’s applications. It allowed suppliers to exchange EDI documents not only with the Chrysler Group, but also with their other trading partners.

The Chrysler Group has benefited from improved accuracy on all documents and better trading partner relationships.

The Results

Driving Home Savings

By implementing GXS TradeWeb and Desktop EDI, the Chrysler Group benefits from:

- Savings of several hundred pounds for every supplier ramped on GXS TradeWeb, totaling more than £1.5 million to date
- Invoices and purchase orders processed in under 24 hours instead of weeks
- Improved accuracy on all documents
- Better trading partner relationships

Suppliers benefit from:

- Faster payments from the Chrysler Group within one month instead of several months
- Reduced follow-up time on problem invoices
- Improved cash management

Quotable Quotes

Ken Horn

Manager, Global EDI Communications-International Project Coordinator Procurement and Supply, Chrysler Group, LLC

“GXS TradeWeb saves a tremendous amount of time when it comes to delivering and receiving information from trading partners. For example, it takes a document sent by mail two weeks to reach the Chrysler Group’s Canadian suppliers. An invoice transaction moving via GXS TradeWeb takes place in a matter of minutes.”

“By choosing GXS and its GXS TradeWeb and Desktop EDI solutions, the Chrysler Group has benefited from having a single global partner with truly leading-edge solutions.”

“This is not a Chrysler Group project. It is not a GXS project. It’s a team project. We’re in for the long haul.”

The Chrysler Group can now process invoices and purchase orders in less than 24 hours instead of weeks.

UNITED KINGDOM

18 Station Road
Sunbury-on-Thames
Middlesex TW16 6SU
United Kingdom
+44 (0)1932 776047 t
+44 (0)1932 776216 f
www.gxs.co.uk

NORTH AMERICA AND GLOBAL HEADQUARTERS

100 Edison Park Drive
Gaithersburg, MD 20878
U.S.A.
+1-800-560-4347 t
+1-301-340-4000 t
+1-301-340-5299 f
www.gxs.com

FRANCE

Cachan Porte Sud
191, av. Aristide Briand
94230 Cachan
France
+33 1 46 73 16 00 t
+33 1 46 73 16 01 f
www.gxs.fr

GERMANY

Leyboldstrasse 16
50354 Hürth-Efferen
Germany
+49 2233 609 0 t
+49 2233 609 205 f
www.gxs-gmbh.de

ASIA PACIFIC

Room 1609-10
16/F China Resources Building
26 Harbour Road, Wanchai
Hong Kong
+852 2884-6088 t
+852 2513-0650 f
www.gxs.asia.com



About GXS

GXS is a leading global provider of B2B e-commerce solutions that simplify and enhance business process integration and collaboration among trading partners. Organisations worldwide, including more than 70 percent of the Fortune 500, leverage the on-demand services on GXS Trading Grid® to extend supply chain networks, optimise product launches, automate warehouse receiving, manage electronic payments and gain supply chain visibility. GXS Managed Services, GXS' B2B outsourcing solution, empowers customers with the expertise, technical infrastructure and program support to conduct B2B e-commerce with trading partners globally. Based in Gaithersburg, Md., GXS has an extensive global network and has local offices in the Americas, Europe and Asia-Pacific regions. GXS can be found on the Web at www.gxs.co.uk.