

DemandB2B



News and Views on Implementing a Complete B2B Solution.

October 2006

Specific B2B Solutions for Manufacturing, Automotive, Retail, Energy and Logistics Industries

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Covast Update: New Solutions + New Partners = The Best in B2B Integration

Covast Launches B2B Suite for Manufacturing, Automotive, Retail, Energy and Logistics Industries

Over the past couple of years, Covast has witnessed several changes in its clients' operations. Operational efficiency has always been a driving force behind IT investments in integration, but today's business executives are seeking more than cost reductions. They want to improve how they manage business processes and monitor supply chain activity.

In response to this demand, Covast has restructured how it delivers value to the B2B integration process. We have created several industry-focused solutions that combine the power of our traditional B2B integration products with industry-specific enhancements such as support for industry-focused exchanges, protocols and documents. These solutions also include professional services and support teams that are dedicated to solving the challenges and needs of these industries.

As a current Covast client, you may be wondering if this impacts your current Covast solution. The answer is yes and no. We will provide you with any industry-specific product updates to make sure your solution is optimized for your industry. Additionally, you will have access to a laser-focused and experienced Covast Professional Services and Support team to help you understand and overcome B2B integration challenges specific to your industry. However, these changes are seamless and require no additional resources on your part.

GXS and Covast Combine GXS Trading Grid, Covast EDI Accelerator and Microsoft BizTalk Server to Deliver Advanced B2B Integration Solution

Recently, GXS and Covast combined forces to offer the industry's most robust B2B Integration Solution for the Microsoft BizTalk platform. As leading providers of global business-to-business (B2B) e-commerce solutions, Covast and GXS have combined the GXS Trading GridSM, Covast's EDI Accelerator and Microsoft's BizTalk Server software platform into a single advanced B2B integration solution that enhances visibility and control at all levels of the supply chain community.

(continued)

B2B Integration News

Want to discuss the latest in Microsoft BizTalk and B2B integration? Join Covast's chief technology officer, Gijsbert in 't Veld in blogosphere as he explores B2B topics on his [blog](#).

Other articles of interest:

[EDI Meets BPM and BAM: Realizing the Full Potential of a Single Integration Platform](#), *Business Integration Journal*

[Microsoft, GXS and Covast Will Automate E-Commerce Integration](#), *Gartner Research*

What's New

Specific B2B Solutions for:

- [Manufacturing](#)
- [Automotive](#)
- [Retail](#)
- [Energy & Utility](#)
- [Logistics & Distribution](#)



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The GXS Trading GridSM is GXS' unique global integration platform that enables and streamlines cross-enterprise business processes. It is also the world's largest electronic business community, used by more than 40,000 trading partners to exchange goods and services. The combined GXS-Covast-Microsoft solution, available through both GXS and Covast, takes the comprehensive integration capabilities of BizTalk Server and extends it further to external trading partners, enabling businesses to integrate their B2B infrastructures with internal applications and those of their Internet-based trading partners.

Customers of the combined solution will have access to more than 40,000 businesses on the GXS Trading Grid, as well as to the advanced features and capabilities of GXS' service-oriented architecture platform. The combined solution enables real-time peer-to-peer connectivity, increased integration between trading partners and accelerated and reliable exchange of the trading partner information.

Together, GXS and Covast deliver a business integration platform based on Microsoft technology that can support internal and external integration needs. This platform offers companies the chance to reduce complexity and the number of systems needed to support the supply chain. GXS and Covast have jointly developed advanced Trading Partner Management tools within the platform to accelerate partner enablement, streamline administration and deliver real time supply chain visibility.

How Can We Help YOU?

You probably receive at least a few newsletters each week. Here at Covast, we want our newsletter to be **different**. That means providing you with helpful information, tips and tricks that will streamline your B2B integration efforts. In our next edition, we will include an Integration Tips & Tricks section.

But, first, we'd like to know what's of interest to you. What are your most common challenges with B2B integration? What areas would you like to learn more about?

[Please take a moment to email us your suggestions.](#)

Welcome to DemandB2B

B2B integration is not a one-time event. It's an ongoing process and Covast is honored to be the partner you turn to simplify and expedite your integration efforts.

That's why we've created the Covast Client Newsletter — to help you get the most out of your Covast solution and to keep you up to speed on trends in B2B integration. Each quarter, we will share helpful B2B integration tips, pertinent Covast product updates and examples of how other companies are optimizing their supply chain operations through Covast's suite of integration solutions.

The "big news" in this edition of our newsletter is the introduction of the Covast B2B Suite for Industries. Covast recently introduced several solution suites designed specifically designed for enterprises in the global manufacturing, automotive, retail, energy and utility, and logistics and distribution markets.

What does this mean for you? As your business continues to grow and evolve, Covast will provide you with integration solutions that are specifically designed to tackle integration challenges in your industry. Our professional services team continues to strengthen its expertise in these industries, providing you with the experience and strategic insight to keep your supply chain integration efforts a step ahead of your competition.

I hope you'll take a few minutes to read more. If you have any questions or would like to discuss any of the information covered in this newsletter, please do not hesitate to contact us at newsletter@covast.com.

Warm regards,
Daan Scheer
CEO
Covast

Customer Spotlight: Gasunie, European Energy Giant

In the complexity of the European gas market, Gasunie operates and owns one of the largest gas pipeline grids. Each day, Gasunie coordinates with more than 70 national and international trading partners to determine and adjust the daily quantities of gas produced and delivered throughout the Dutch gas grid.

“ The combined Covast-Microsoft solution has given us the tools to conduct business more efficiently and reliably with our suppliers and customers. This can be quite a challenge in Europe's fast-changing gas market. ”

Wim de Olde, ICT Architect, Gasunie

Real-time supply chain visibility and network security and reliability are crucial to Gasunie's operations. To achieve this, Gasunie turned to Covast in early 2006 to integrate its B2B communications onto the Microsoft BizTalk Server platform. In addition to offering seamless integration with BizTalk, Covast offered a B2B integration solution that supported B2B messages and documents specific to the energy industry.

Today, Gasunie uses the Covast EDI Accelerator for Energy & Utility to support all external document exchange with its trading partners. The Covast EDI Accelerator, in combination with the Covast AS2 Adapter, allows all trading partners to be connected through a dedicated virtual private network for ensured availability, capacity and security.

As a result of the implementation of the Microsoft BizTalk Server and the Covast EDI Accelerator, Gasunie is able to provide its gas transport management and maintenance services more efficiently and reliably. This capability has become increasingly important in the global gas marketplace and especially critical within the integrating European free market.

To read more about Gasunie's B2B integration efforts and results, please [click here](#).