

generix^{GROUP} >>

BEYOND
PLUS LOIN. ENSEMBLE.

Bienvenue au
Webinar Beyond TradeXpress

Mardi 16 novembre 2021

Agenda de notre webinar

1h30 ensemble

1. Introduction : what's up at Generix Group ?

Philippe SEGUIN, Directeur BU France

2. TradeXpress Infinity

Christophe VIRY, Product Marketing Director

3. Démonstration version 1.2 de TradXpress Infinty

Bruno HEUDE, Consultant Avant-Vente

4. Echanges & Conclusion

Philippe SEGUIN, Directeur BU France





Introduction : what's up at Generix Group ?

01

Philippe SEGUIN

Generix Group - Directeur Général France

Generix Group



CA : 80,3M€

FY 2020-2021



CA récurrent

(SaaS + maintenance) :

63%



6000 clients

dans 6 grands secteurs



18% du CA
investis en **R&D**



Présent dans **60** pays via ses filiales
et partenaires

42% du CA International



770 collaborateurs

46% en France
54% à l'international

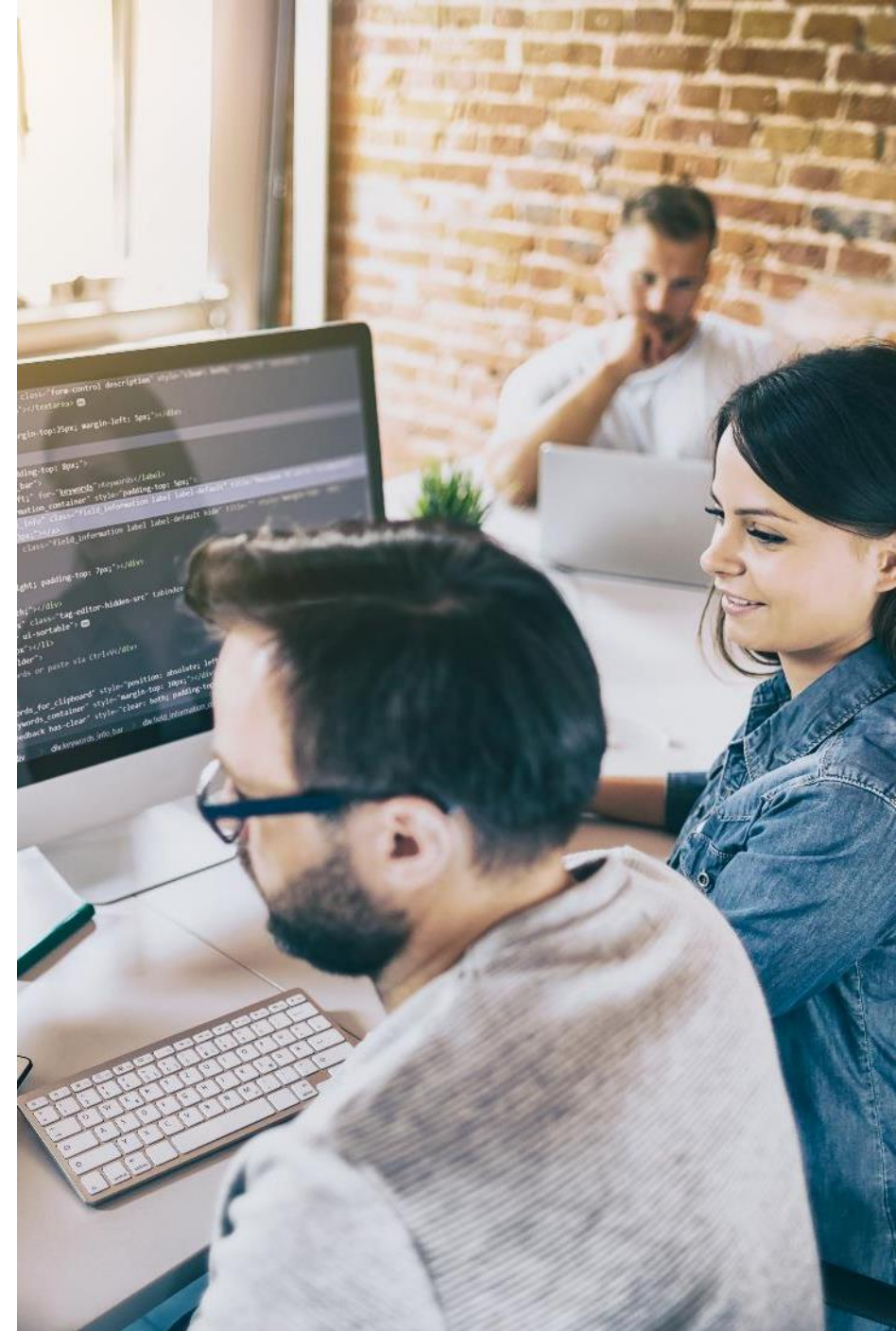
Performance de Generix Group

» Exercice 2020/2021

- » Generix Group réalise un chiffre d'affaires de 80,3 millions d'euros
- » Taux d'Ebitda : 12,3 %, en ligne avec les objectifs de profitabilité de l'exercice
- Impact maîtrisé de la crise sanitaire

» Premier trimestre 2021/2022 (avril-juin)

- » Chiffre d'affaires du Groupe de 21,2 M€,
- » Croissance de 12 % vs Q1 2020- 2021
- » Croissance de 6 % par rapport au niveau pré-crise sanitaire vs Q1 2019-2020.



Une forte dynamique des signatures sur l'année écoulée, en France comme à l'international

- » 258 nouveaux clients, toutes gammes confondues
- » Montée en puissance du SaaS

Quelques uns des nouveaux clients qui nous ont choisis, en France et à l'international

| 3PL | Agro-alimentaire | Industrie | Retail |
|--|---|--|--|
|  |  |  |  |

Une stratégie R&D renforcée

- » **Accélération des investissements R&D : +4 points, soit +25%**

- » **Renforcement des équipes R&D en accompagnement de cette ambition**
 - » **Création de Generix Soft Group Romania en novembre 2020 : 4^{ème} centre de R&D**
 - » 80 collaborateurs, basés à Cluj en Roumanie, « Silicon Valley » de l'Europe de l'Est.
 - » **Développement du centre de R&D de Montréal en accompagnement du développement en Nord Amérique**
 - » **Organisation en mode agile transversal entre les 4 sites de R&D du groupe**
 - » Adéquation aux besoins évolutifs du client et célérité de la réponse Generix Group au service de la *customer centricity*



Generix Group se développe et se rapproche de vous

» Ouverture d'une nouvelle entité aux Pays-Bas à Bois-le-Duc, où la supply chain est en plein essor

- » Renforcer la proximité avec les clients néerlandais
- » Conquérir de nouveaux clients pour l'ensemble de l'offre Generix Group

» Un marketing & communication dynamique



DATA QUALITY

- | Lancement du chantier segmentation base clients
- | Réengagement des clients désabonnés aux emails (Beyond)



BEYOND

- | | Webinar Beyond Invoice Services : 19/10
- | Webinar Beyond TradeXpress : 16/11
- | Evènement Beyond Supply Chain Execution : 24/11
- | Webinar Beyond EDI Services : 8/02



EVENTS

- | Top Transport Marseille : 13 & 14/10
- | Supply Chain Event : 24 & 25/11
- | RDV Experts Online : 01/12

Campagnes à venir sur Q3 2021



WEBINARS PROSPECTS

| BtoB Integration : Invoice Services



CAMPAGNES MEDIAS

| LSA : OCS

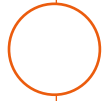
| Usine Nouvelle : WMS/TMS

| Transport Info : TMS

| DAF Mag : Invoice Services

| Gartner : WMS/TMS

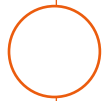
| Autres medias selon identification/opportunité



CAMPAGNES ADS

| Google Ads : OCS

| LinkedIn Ads : focus 3PL



CAMPAGNES DE PROSPECTION

| Manufacturing : Invoice Services

| Manufacturing : EDI

| Retail : OCS

| Coopérative Agricole : WMS

Notre plateforme au service de la performance de votre supply chain

Supply Chain Execution Services
Pilotage des entrepôts et optimisation des transports

Omnichannel Sales Services
Pilotage de la relation et de l'expérience client



Collaboration & Visibility Services
Animation de processus collaboratifs de la supply chain

B2B Integration Services
Intégration et collaboration Multientreprises

COLLABORATIVE NETWORK



TradeXpress Infinity

02

Christophe VIRY
Product Marketing Director



TradeXpress Infinity

R&D organization, roadmap process

CHRISTOPHE VIRY,
PRODUCT MARKETING DIRECTOR

Product Delivery organization serving value creation

Agile Teams SAFe
Montreal, Paris, Cluj
1 DataLab, IA/ML

18 % of turnover
in R&D

260 people
27 % of workforce



TradeXpress Infinity, Generix EDI Services

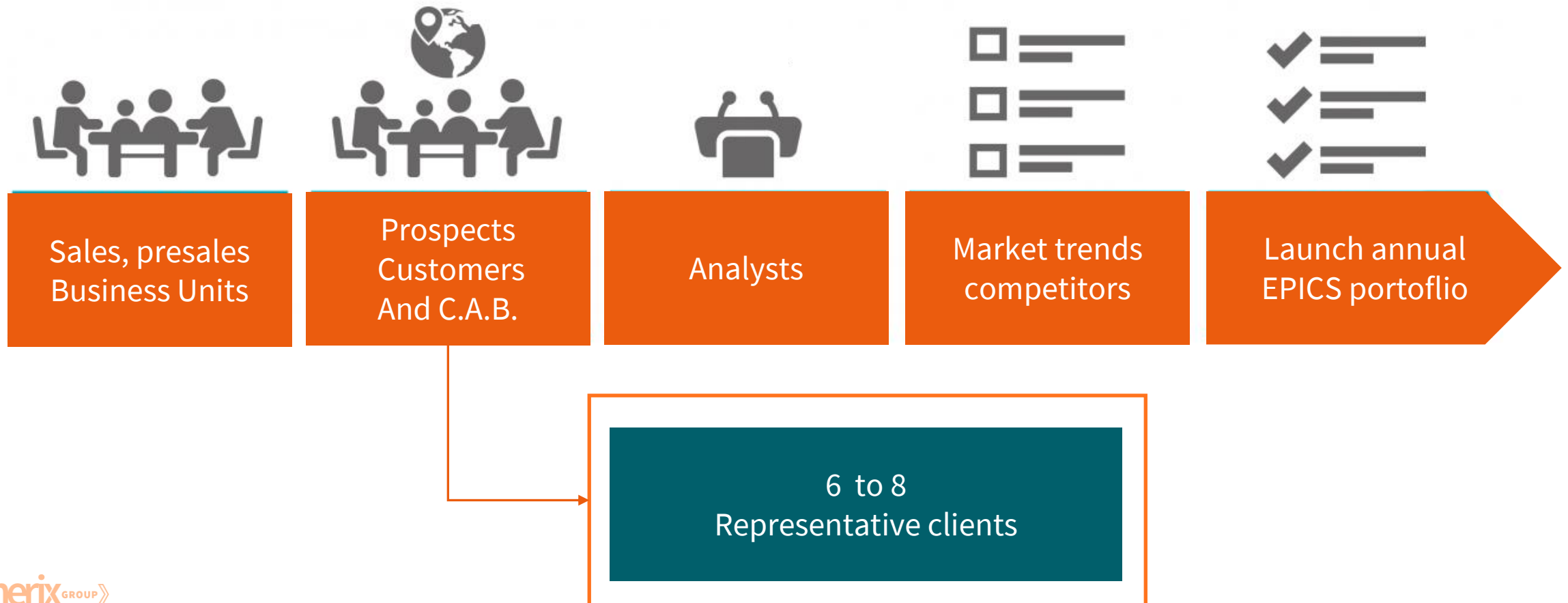
Teams R&D + Devops
+ team Architecture
+ team Q&A
+ team Release Mgt

4 versions by year
Deployed by GENERIX

100 to 150 new
features/groups by year

Definition of the roadmap: annual intentions, quarterly planning

- » Identification of EPICS / Features from various origins including the Customer Advisory Board
- » Prioritization by PMM, integration into PIs, writing of stories with POs, Architects



**Become a member of the
Customer Advisory Board
TradeXpress Infinity**

**Take part in defining our
roadmap and take advantage of
the innovations in preview**

**Contact Christophe VIRY
cviry@generixgroup.com**



TradeXpress Infinity, release calendar

| Program Increment | IP Calendar IPs end date | TradeXpress Infinity Release |
|-----------------------|-----------------------------|---------------------------------|
| ART B2B PI n°5 | June 18 , 2021 | TradeXpress Infinity 1.0 |
| ART B2B PI n°6 | September 17, 2021 | TradeXpress Infinity 1.1 |
| ART B2B PI n°7 | December 18, 2021 | TradeXpress Infinity 1.2 |
| ART B2B PI n°8 | March 18, 2022 | TradeXpress Infinity 1.3 |
| ART B2B PI n°9 | June 17, 2022 | TradeXpress Infinity 1.4 |
| ART B2B PI n°10 | September 16, 2022 | TradeXpress Infinity 1.5 |
| ART B2B PI n°11 | December 17, 2022 | TradeXpress Infinity 1.6 |
| ART B2B PI n°12 | March 17, 2023 | TradeXpress Infinity 1.7 |

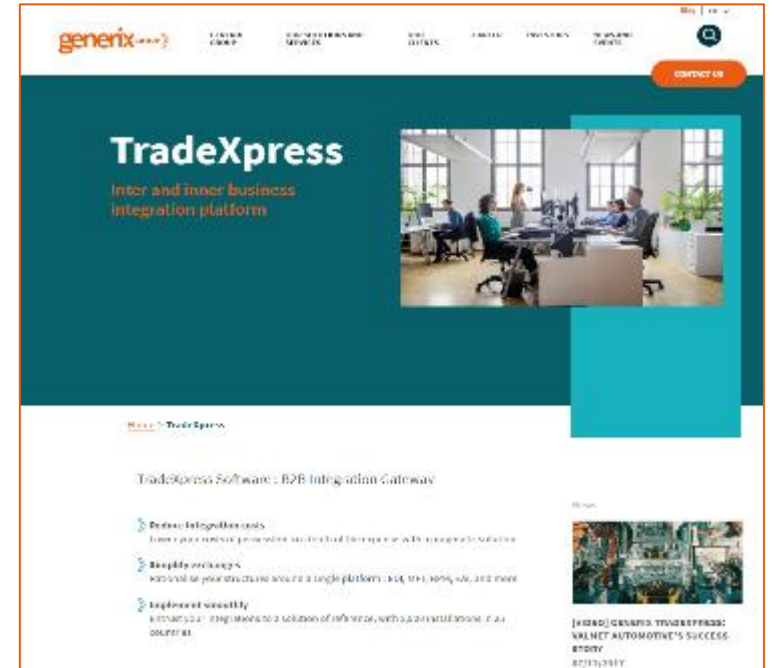


TradeXpress Infinity Introduction & positioning

**CHRISTOPHE VIRY,
PRODUCT MARKETING DIRECTOR**

TradeXpress V5 today

- » Reference integration middleware in Europe
- » Multiple use cases B2B / EDI integration but also EAI, MFT, ETL
- » Recognized quality: robustness, functional openness, performance
- » On-premise and SaaS delivery (GENERIX and other operators)
- » **Several thousand customers around the world**
 - » 1,000 on-premise customers in most industries
 - » Several thousand customers in SaaS (Generix EDI Services)
 - » Deployment in around 40 countries
 - » Customers with several million messages / day
- » A community of several hundred technical consultants
- » About thirty integration or distribution companies outside France



Official maintenance notice (november, 2021)

| Software name | Release number | Go-to-market date | End date of standard maintenance | End date of extended maintenance | Operating System Supported |
|-----------------------------|----------------|-------------------|----------------------------------|----------------------------------|--|
| Generix TradeXpress | 5.2 | 01/06/2013 | 01/06/2016 | 01/06/2018 | Windows, IBM AIX, LINUX Red Hat Enterprise & Debian |
| Generix TradeXpress | 5.2.1 | 01/06/2014 | 01/06/2017 | 31/12/2022 | Windows, IBM AIX, LINUX Red Hat Enterprise & Debian |
| Generix TradeXpress | 5.2.2 | 01/04/2016 | 01/04/2019 | 31/12/2022 | Windows, IBM AIX, LINUX Red Hat Enterprise & Debian |
| Generix TradeXpress | 5.2.3 | 01/03/2018 | 01/03/2021 | 31/12/2022 | Windows, IBM AIX, LINUX Red Hat Ent. & Debian & CentOS |
| Generix TradeXpress | 5.2.4 | 1/10/2019 | 1/10/2022 | 31/12/2022 | Windows, IBM AIX, LINUX Red Hat Ent. & Debian & CentOS |
| TradeXpress Infinity | 1.2 | 01/01/2022 | TBD | | LINUX Red Hat Ent. & Debian & CentOS |
| TradeXpress Infinity | 1.3 | 01/04/2022 | TBD | | LINUX Red Hat Ent. & Debian & CentOS |
| ... | ... | ... | ... | | ... |

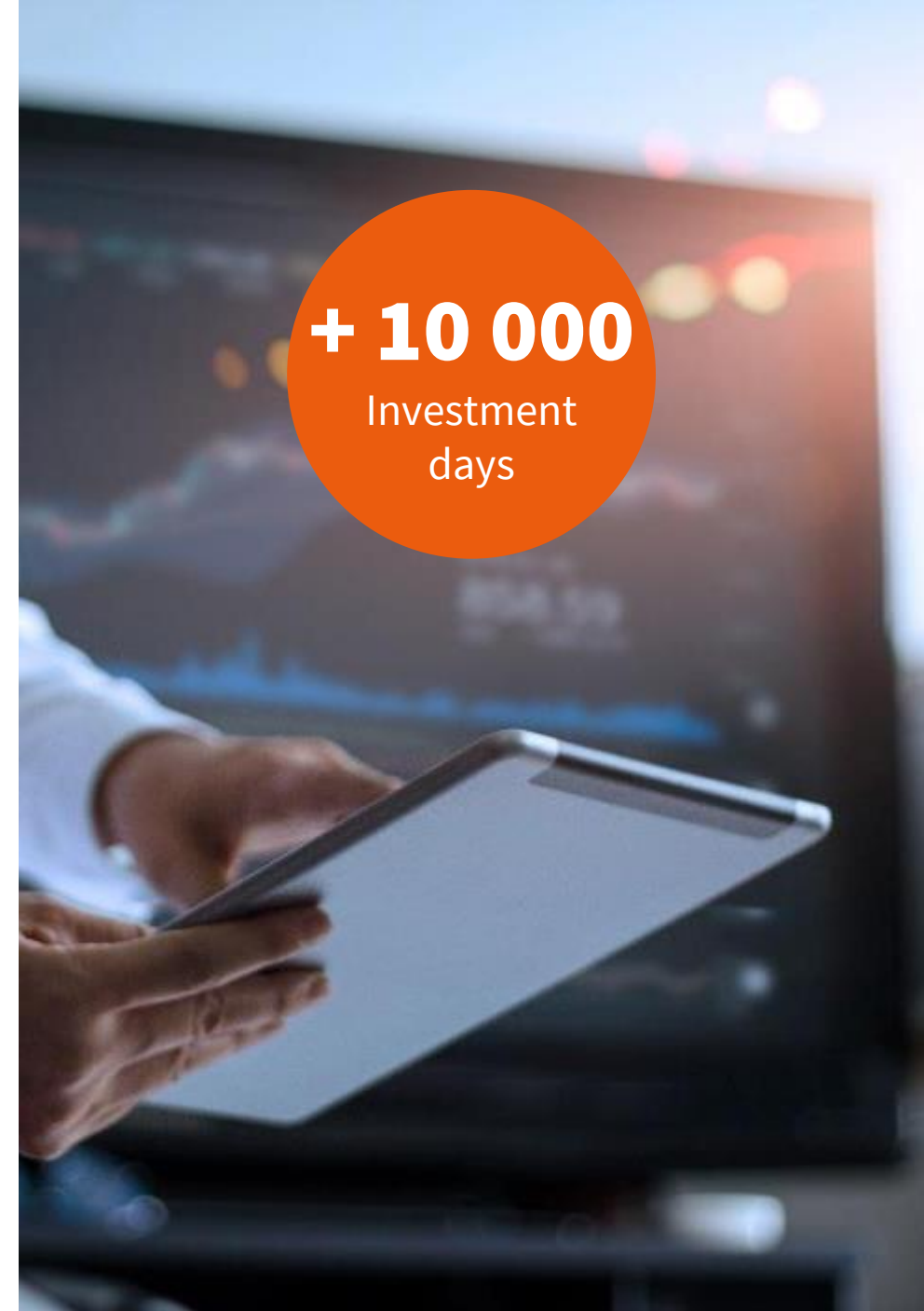
Start of 2022, stopped TradeXpress V5 commercialisation

Why new software generation ?

Redevelopment project launched in 2019

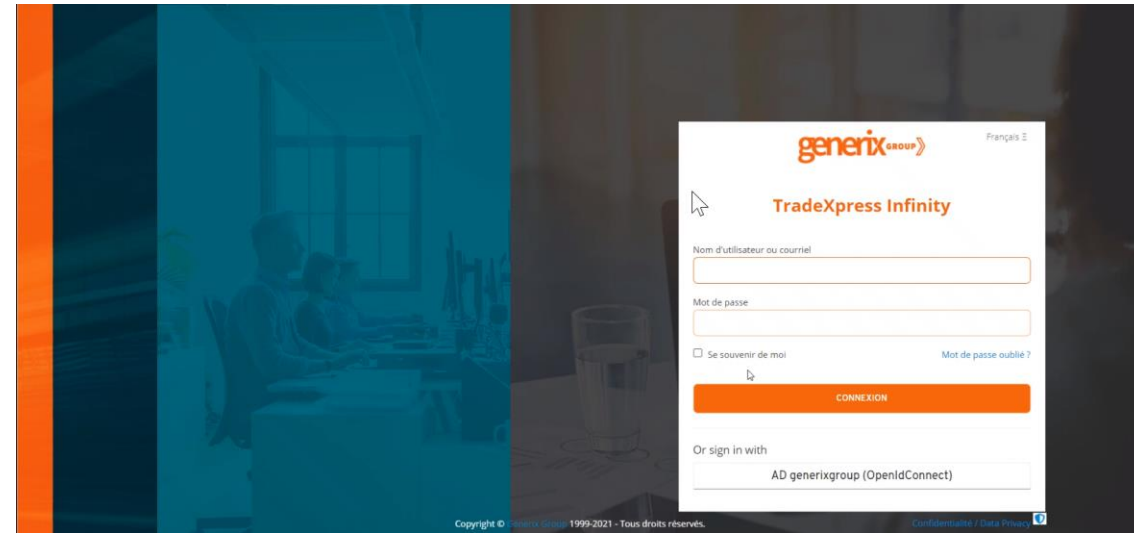
Around 5 main themes:

- 1. New database, SQL, standard, high SLAs**
- 2. Architecture, modern, modular, service oriented,**
- 3. New user interface with numerous innovations around flow control**
- 4. New connectors as REST / JSON**
- 5. New software packaging**



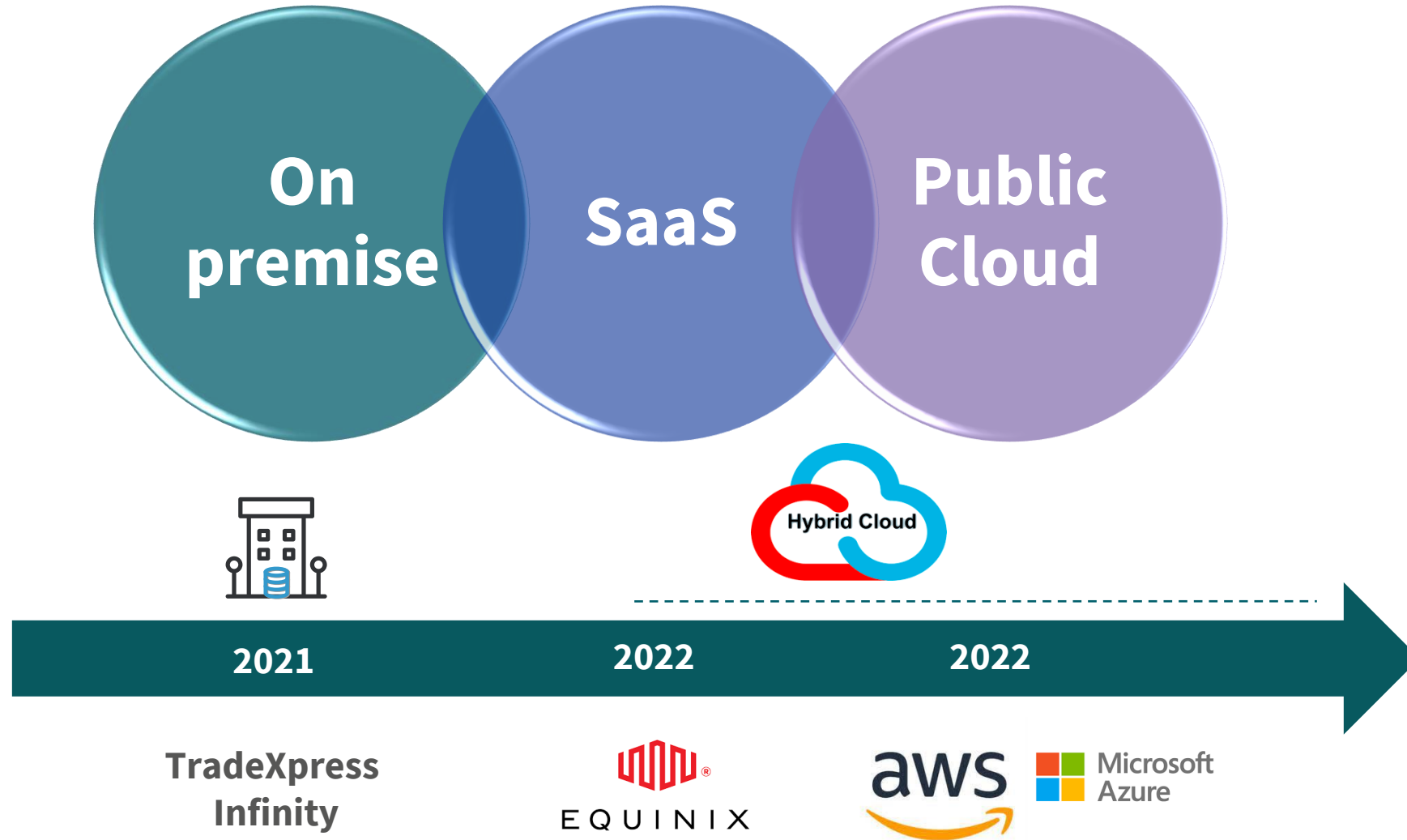
Strategic orientations of the roadmap

- » Modern, modular architecture according to customer needs
- » Compatible, taking advantage of new technologies (Cloud, API, BI, Block Chain, AI, Mobility, etc.)
- » Increase in SLA levels & security (continuity / HA, performance, scalability, etc.)
- » Improved user experience and productivity
- » Functional enrichment (connectors, monitoring, etc.)
- » Compatibility with versions 5

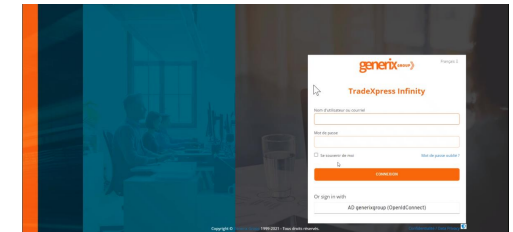
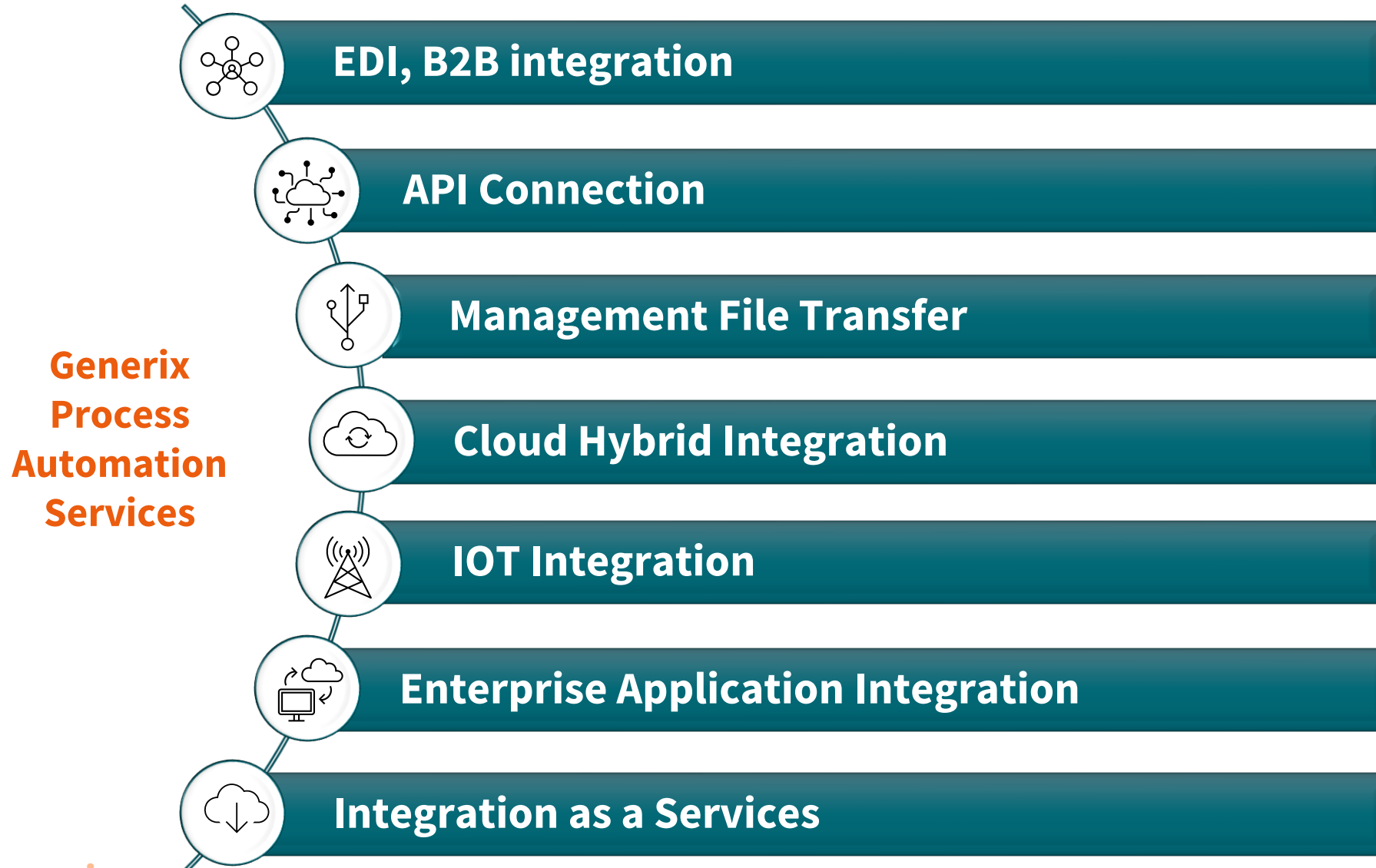


Coverage of B2B / EDI and A2A integration use cases (MFT, EAI, API)

Run where you want



Repositioning of the SaaS offer, Generix EDI Services, in the course of 2022



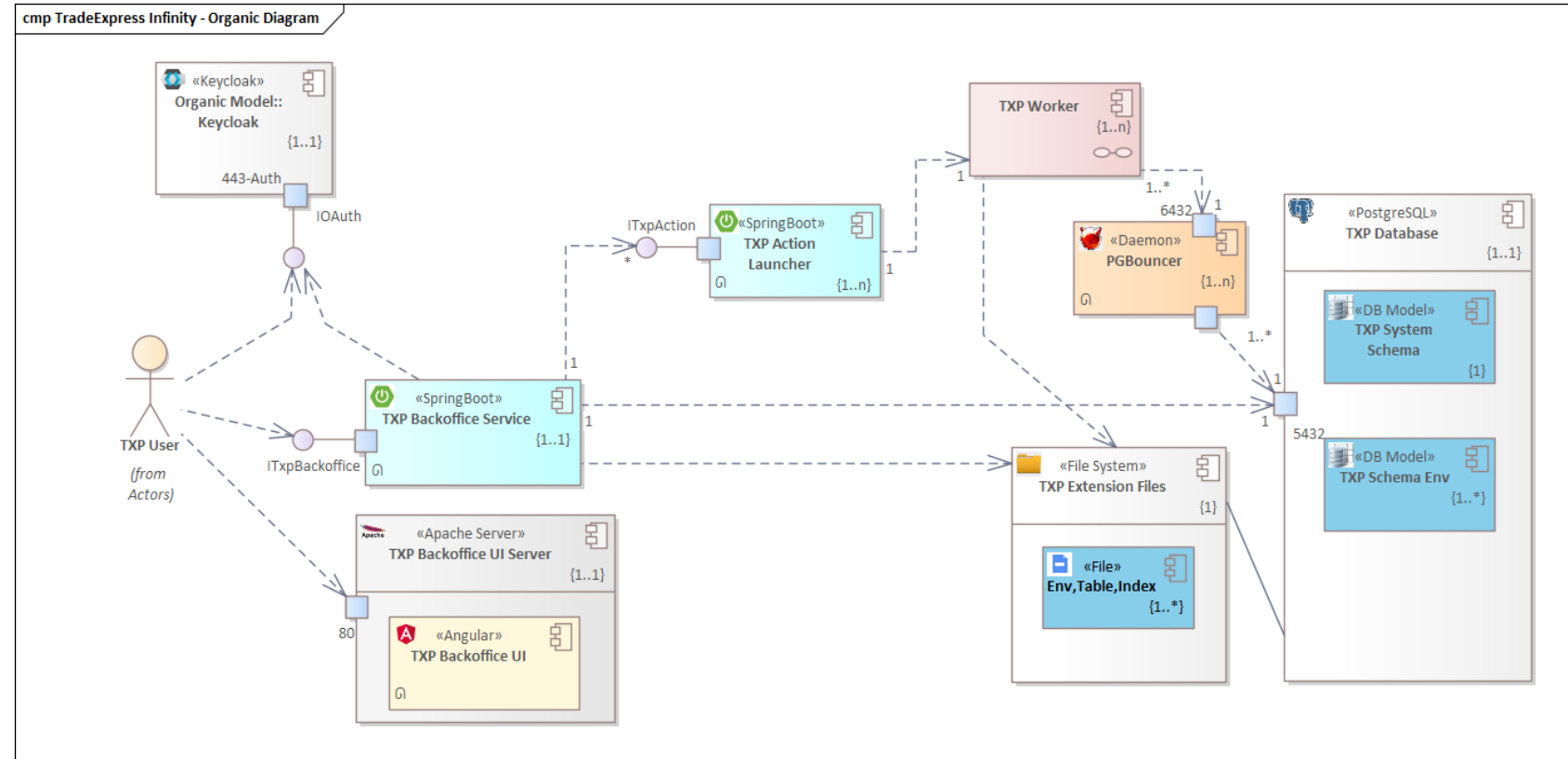
**Runs on
TradeXpress Infinity**

Most part on TradeXpress Infinity & V1.1

- 1) Software architecture, main components
- 2) Architecture Deployment & SLA levels
- 3) User interface
- 4) New features
- 5) New connectors
- 6) Software packaging

Architecture & Main TradeXpress Infinity components

- » **TXP IAM** (Keycloak)
- » **TXP Backoffice Services** (API)
- » **TXP Backoffice UI** (Angular pages)
- » **TXP Action Launcher**
- » **TXP Worker** (scanner, runner, TXP core ...)
- » **TXP PGBouncer** (pooler)
- » **TXP Database** (PostgreSQL)
- » **TXP Extension Files** (NFS, ...)
- » *TXP Designer*
- » *TXP Modeler*
- » *TXP Backbone*



New Data base and shared file system, outputted

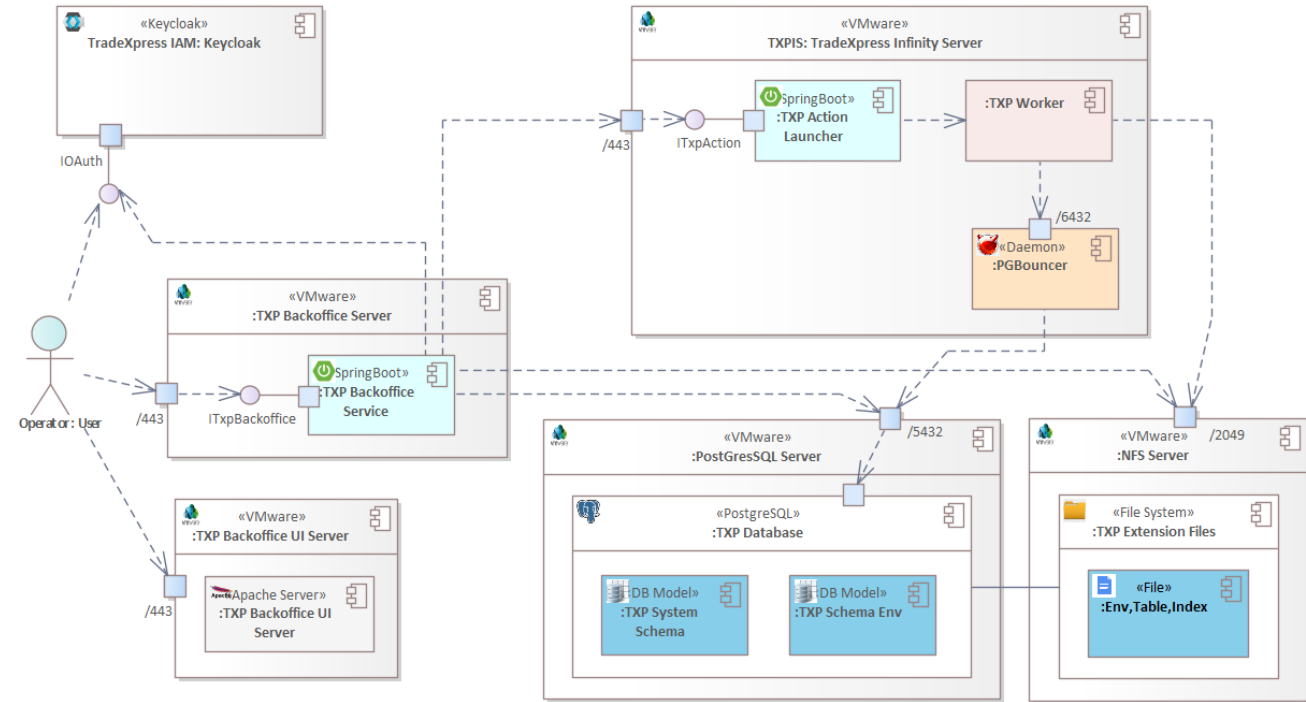
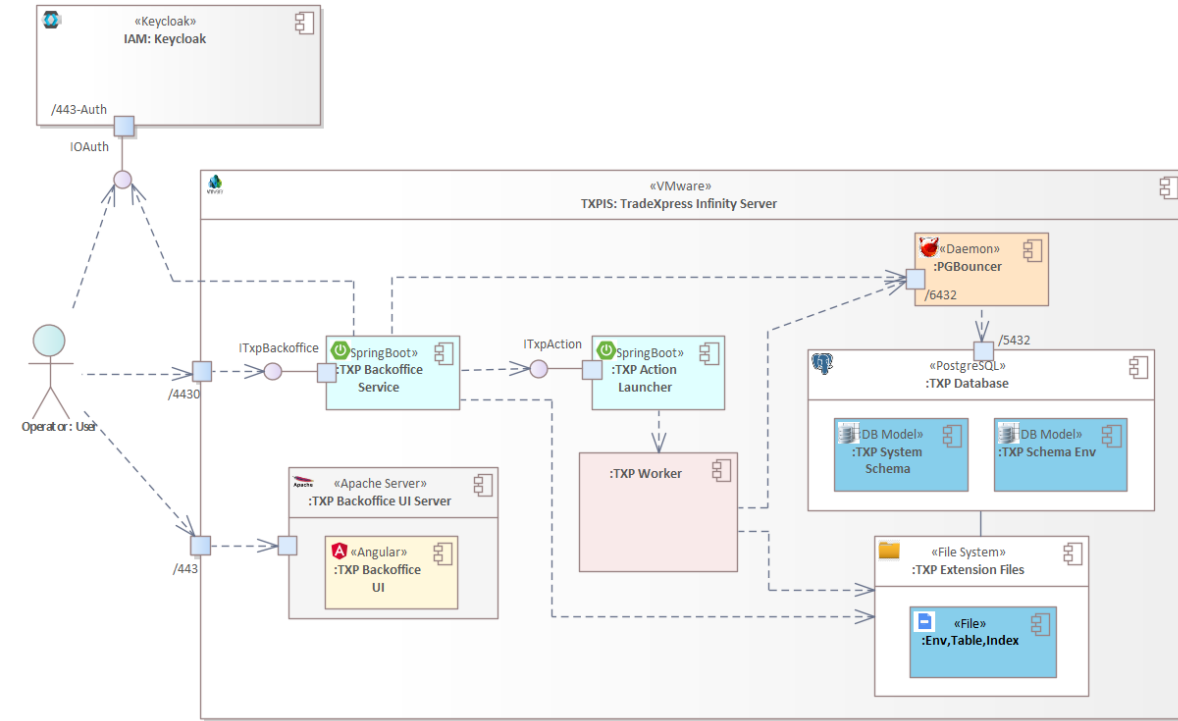
- » PostgreSQL database replace SQLite or legacy system
- » Opened to other databases later (RTE runtime interfaced with generic DAO)
- » Externalization of the database (core outputted)
- » Preservation of intermediate files, use ObjectiveFS (cloud architecture)

Main benefits

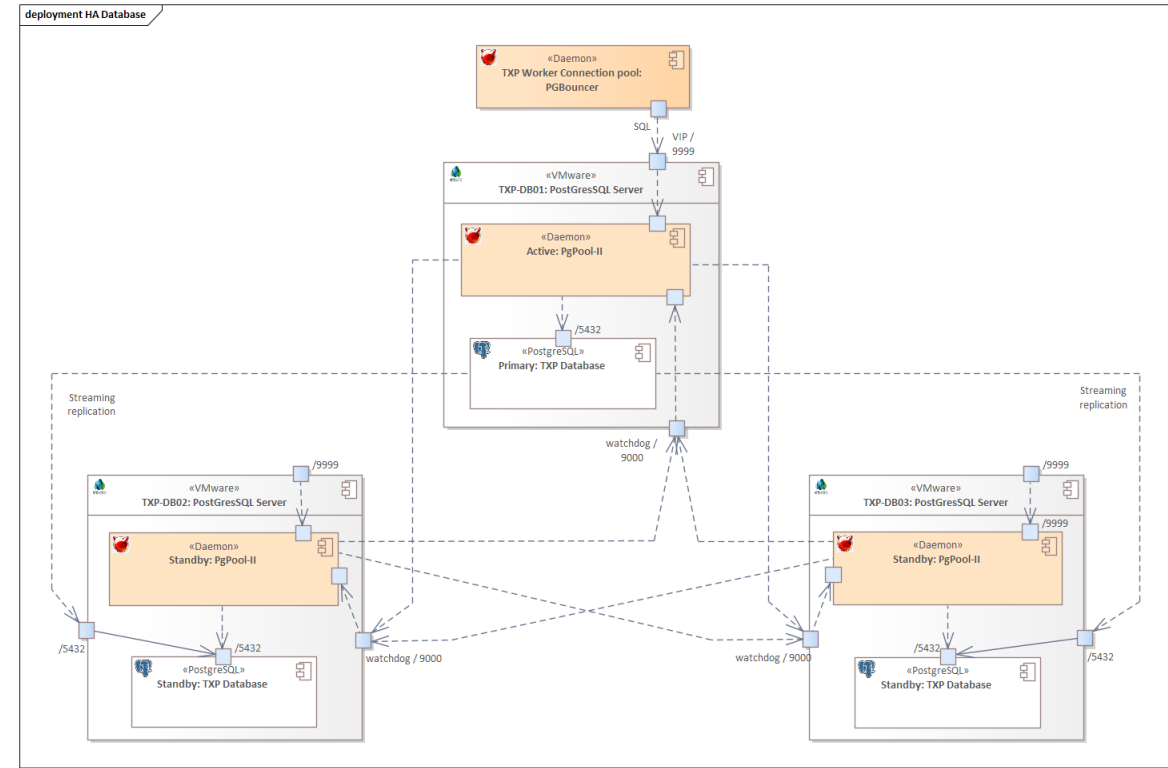
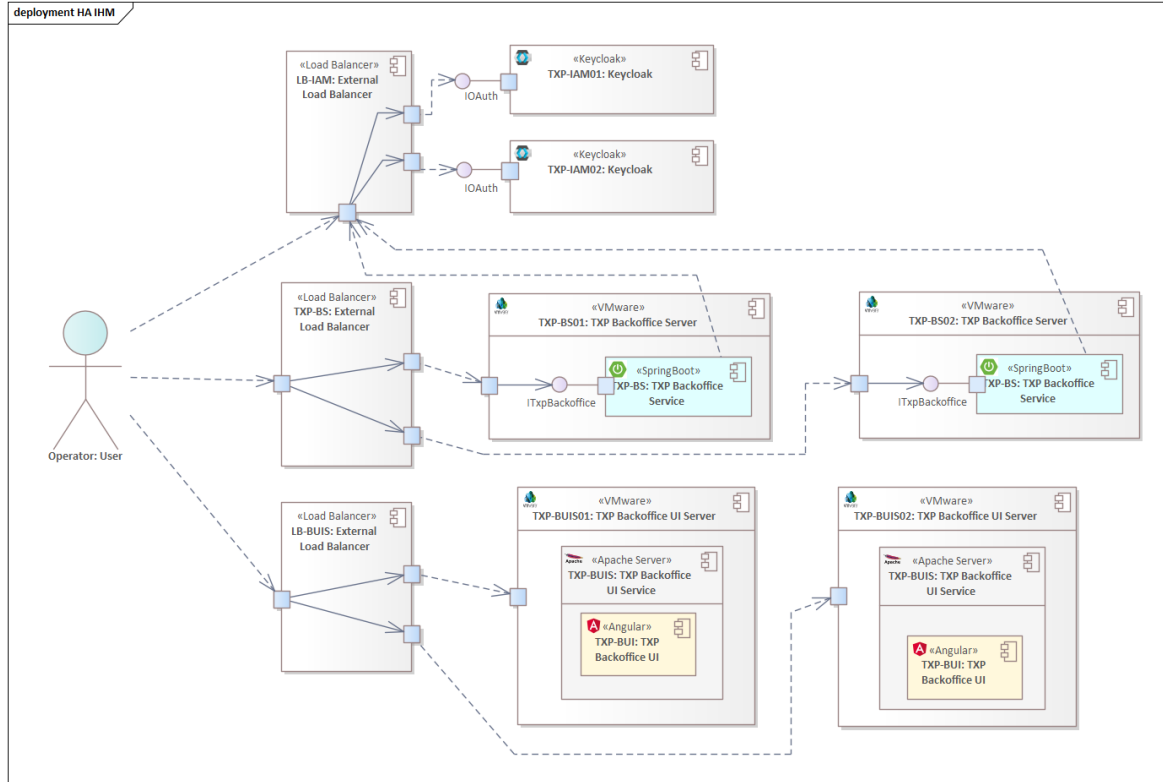
- » 3-tier architecture (data, front, back), more robust, secure
- » Database with relational model, easier to interact with
- » Multiple solutions to replicate, restore, duplicate, ... your data



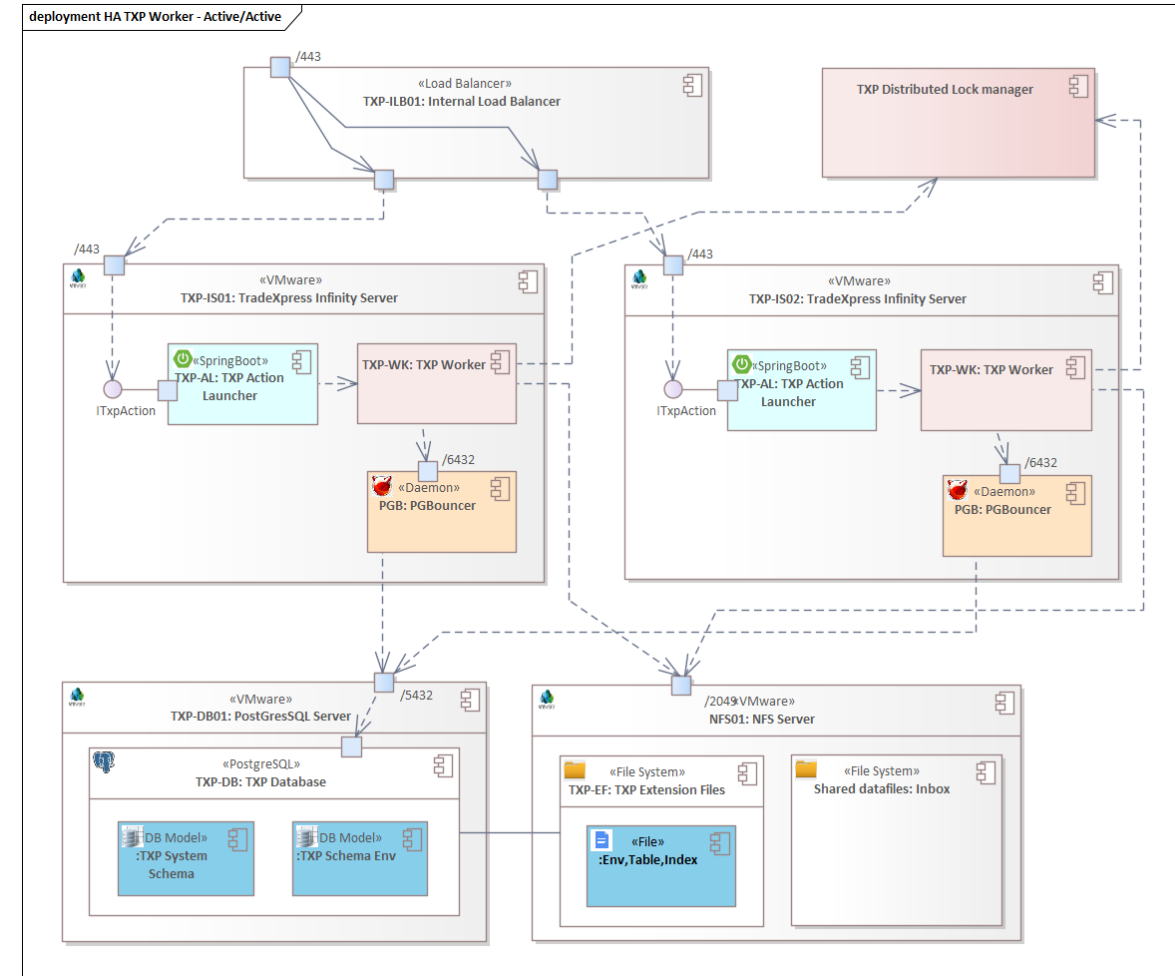
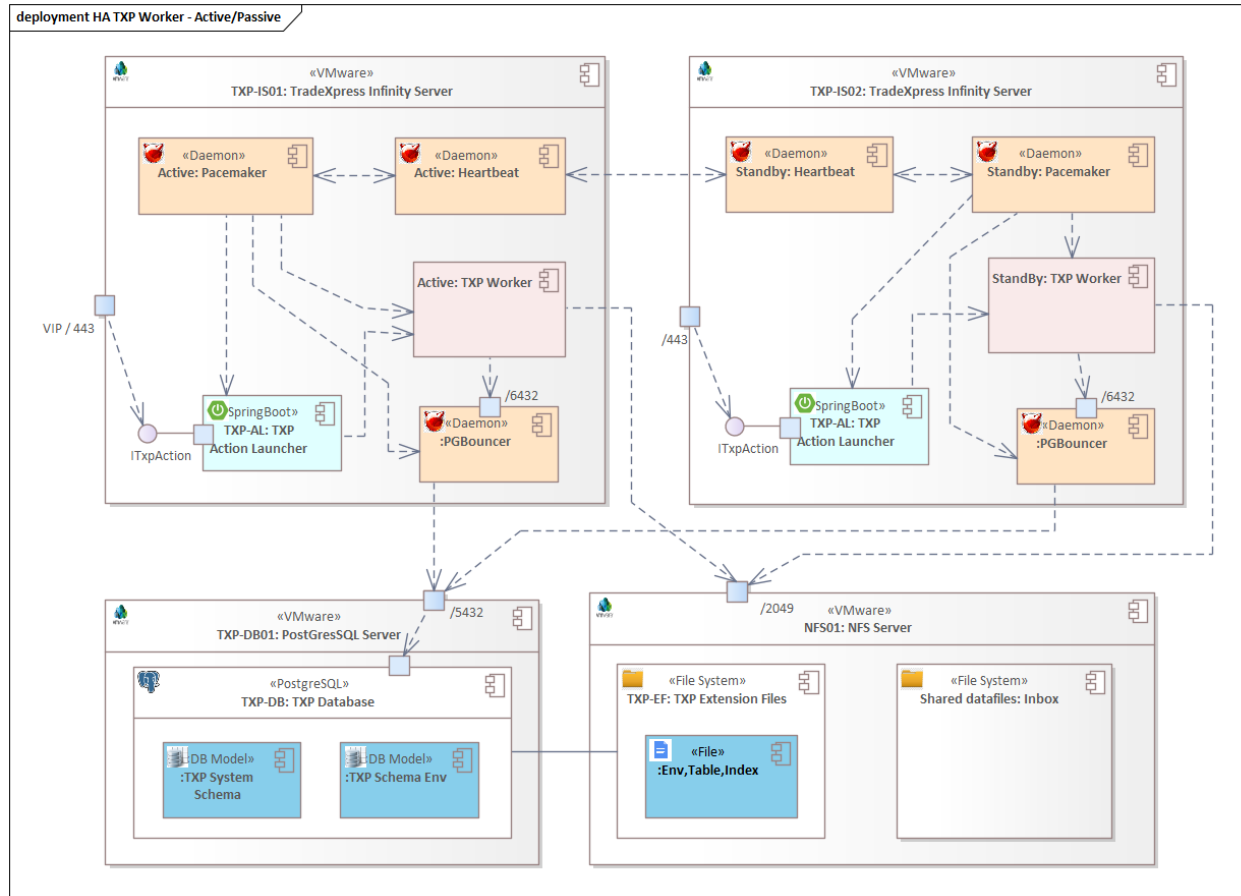
Standalone or distributed architectures



High availability : UI & Database



High availability : active/passive, active/active workers ... autoscaling



Availability of architecture models

| Architecture Models | TradeXpres Infinity 1.3 | TradeXpres Infinity 1.4, 1.5 | TradeXpres Infinity 1.6 | Main advantages | « Inconvenient » |
|-----------------------------------|-------------------------|------------------------------|-------------------------|---|---|
| Standalone | ✓ | ✓ | ✓ | Simple and inexpensive to deploy | SLA level, frequency backup, load balancing |
| Distributed (multi-component) | ✓ | ✓ | ✓ | First level before HA Load balancing, decoupling Maintenance easier | More expensive and complex to deploy |
| Hight Availability User Interface | ✓ | ✓ | ✓ | UI 100 % available performance | More expensive and complex to deploy |
| Hight Availability Database | ✓ | ✓ | ✓ | Data replication | More expensive and complex to deploy |
| Hight Availability Active/passive | | ✓ | ✓ | Complete HA architecture | More expensive and complex to deploy |
| Hight Availability Multi-worker | | | ✓ | Architecture HA with autoscaling node | More expensive and complex to deploy |

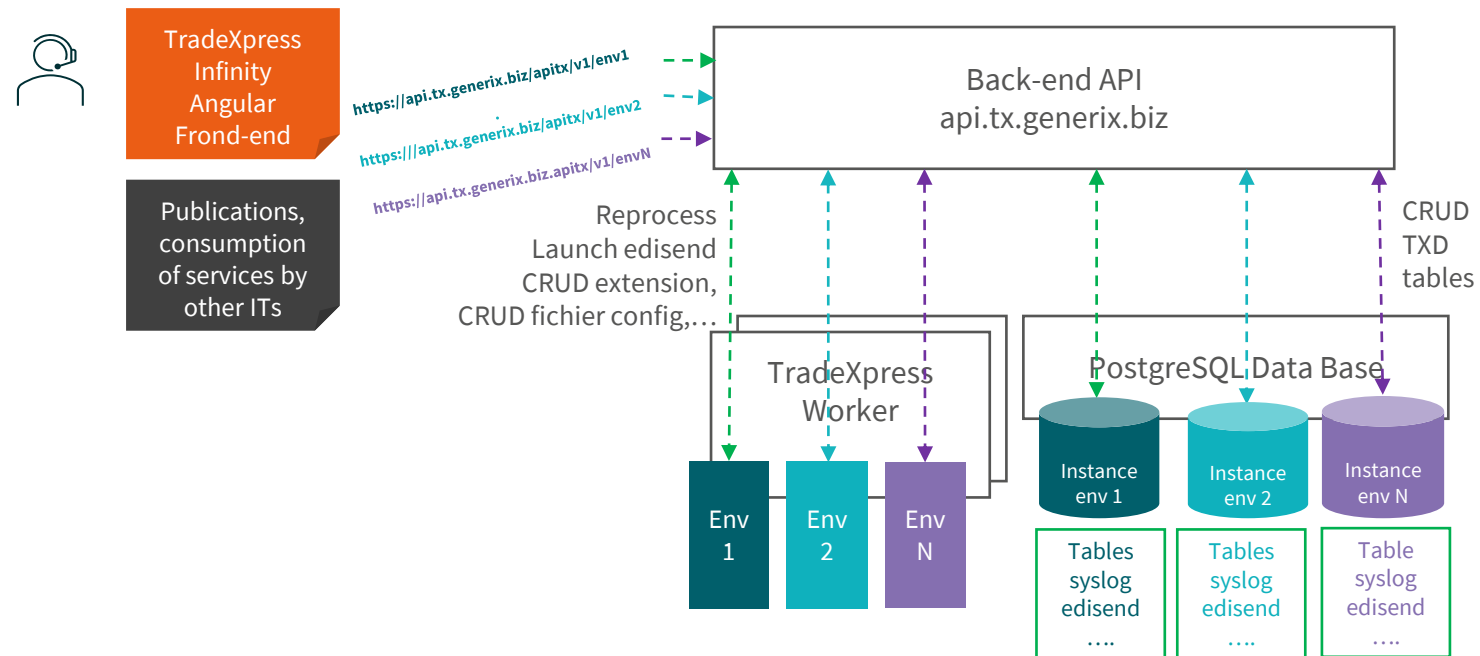
New UI and architecture (Front-end & Back-end)

» Scope, ambitions of the project

- » New ergonomics, updated look and feel, increase usability, efficiency, preference management
- » Modernize the technological base with **architecture in the form of API services**
- » **Eliminate security risks linked to CGI** (see security leak, relocate web server)
- » Web Access and Business Governance are no longer maintained in TradeXpress Infinity
- » Keeping the Java client dedicated to the configuration of TradeXpress Modeler (replace in 2022)

» New architecture

- » Front-End : Angular & CoreUI template
- » Back-end : Java Rest



TradeXpress Infinity, API oriented architecture

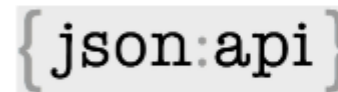
- » Expose TradeXpress Infinity services and functionalities via a new REST API
- » The TradeXpress REST API is also meant to be « secure by design »
- » TradeXpress API Catalog with around 100 exposed services



API Specification



API Design



API Backend



TradeXpress IAM

- » Delegate all authentication, authorization to a dedicated middleware



- » Allow Single Sign On with Identity and Access Management

- » Single Sign On: login once to multiple applications
- » LDAP and Active Directory: connect to existing user directories

- » Standard protocols supported

- » SAML 2.0
- » OpenID Connect
- » Oauth 2.0
- » Social Login



Roles & Profiles management

Roles

- » Roles are managed at the level of a “Keycloak realm”
- » More than twenty roles are offered as standard,
- » Allowing access to resources: configuration views, governance, administration, access to personalized databases, etc.
- » With many possible actions or not: Read, Create, Update, Delete, File Copy / restore / export, ...

Profiles (role lists)

- » 3 default profiles : viewer, adminfull (all roles), consultant
- » Possibility to freely create additional profiles
- » The customer freely assigns profiles and / or roles to users



User Interface : Redevelopment of pages and existing base

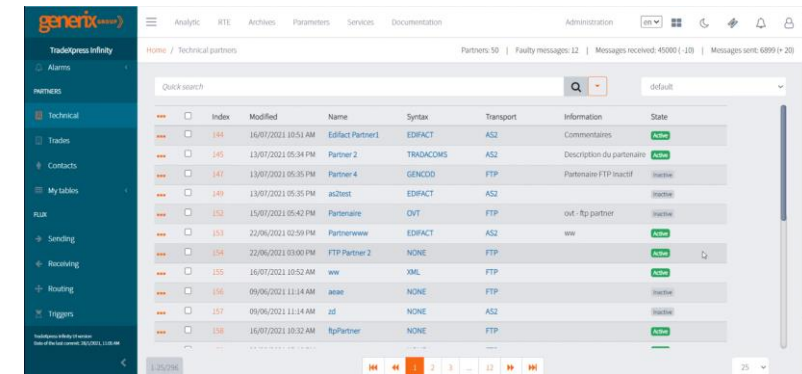
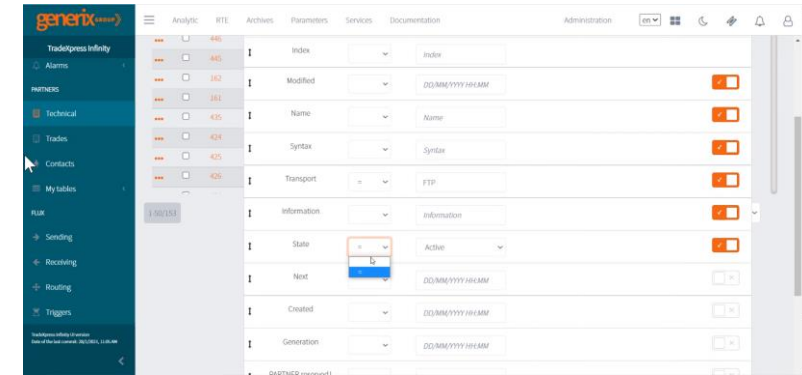
» Functions existing on Business Governance with new UX (+250)

- » Rights and profiles management by users (Keycloak)
- » Partner Administration (partner, business partner, ...)
- » Scenario (edisend, routing, ...)
- » Connectors, others (security, connectors, ...)
- » Syslog, BP log
- » Archive
- » Customer database

» **No resumption of screens/connectors no longer used (FIBEN, GCOPE, GENCOD, SPEC2000, AUTACK, ...)**

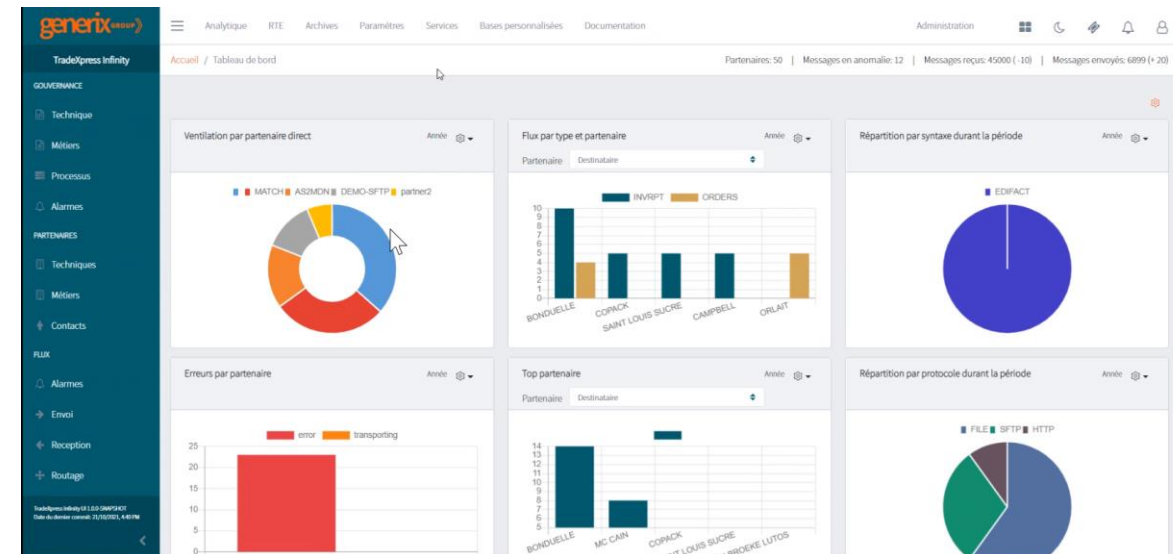
» **No modification on studio TX Designer & TradeXpress Modeler for now**

» **Removal of old interfaces (Business Governance & Web Access)**



New admin. & monitoring features to improve UX & productivity

- » Home/analytic page : New KPIs, user selectable
- » KPI activity bar
- » Icon for accessing new features/pages (RTE, Archive, Alarms, client bases, documentation, helpdesk, ...)
- » Personalization of alarms / notifications (setting of thresholds, notification conditions, ...)
- » Display of dependencies/hierarchy between flows
- » Timeline of message processing & Traceability of actions by users (reprocess, change of status, creation of partner, etc.)
- » Display key information about message
- » New actions possible on the messages (manually changing its status, add comment, ...)



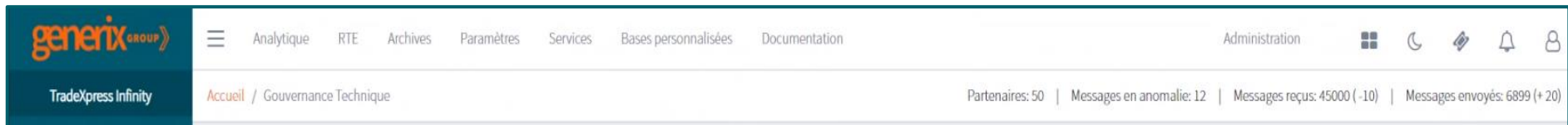
Other major architectural innovations

» Support for UNICODE character sets, 天府可乐可乐型汽水

- » Management of all types of charset currently not covered, UTF-8 encoding by default, EDIFACT V4, multibyte characters
- » Character set specification by Partner
- » RTE Runtime modification to detect MB chars and to detect length of position of a char into string

» Native 64-bit support

- » Better maintainability of operating systems, compilers, date management after 2032, ...
- » 64-bit version of the components: Open SSL (1.9), SQLite, Open SSH, Xerces



REST & JSON Connectors

» New REST and JSON connectors

- » Exposition of TradeXpress functionalities in consumable services
- » Consumption of external services exposed by REST request

» Enhancement of the RTE language

- » REST request from the RTE language
- » Addition of a new data type for the JSON language (loading, validation, reading, writing, ...)
- » Method library (GET, PUT, DELETE, POST)
- » API catalog offered by TradeXpress (database access, Business Process, customer database)
- » Replacement of previous connectors Web Service

Q Search...

- Files >
- Filters >
- Language >
- Syslog ▾

- GET** get syslog informations
- GET** get syslog entries
- POST** Create new syslog entry
- DEL** Delete all syslog entries
- POST** Delete one or multiple syslog entries, along with their extensions directory
- GET** get syslog entry
- PATCH** Update syslog entry
- DEL** Delete one syslog entry and the corresponding extensions
- GET** export syslog entry
- GET** get syslog entry extensions
- GET** get extension of syslog entry
- POST** Create new extension for syslog entry
- PATCH** Update extension of syslog entry

get syslog entry

PATH PARAMETERS

| | |
|---------------------|----------------------------|
| envName required | string Environment name |
| entryId required | integer Syslog entry Id |

Responses

> **200** Successfully retrieved syslog entry

> **404** Error

> **500** Error

Update syslog entry

PATH PARAMETERS

| | |
|---------------------|----------------------------|
| envName required | string Environment name |
| entryId required | integer Syslog entry Id |

Connectors and Developments co-funded by the European Union, CEF Program

» EDIINT AS4 Connector & PEPPOL E-Delivery Network

- » Support for version 4 of EDIINT based on Web Services
- » CEF-INEA Building Block integration
- » Management integrated into the TradeXpress (administration, monitoring)
- » Support of SMP / SML PEPPOL standards for directory interoperability

» RTE programs CEN 16931 connectors

- » UBL 2.1 and UN CEFAC T CII

» Projects under study on compliance with eIDAS standards

- » E-signature, timestamping
- » Unique digital identification



Software Packaging, Installation in on premise

» Software containerization, Docker Image

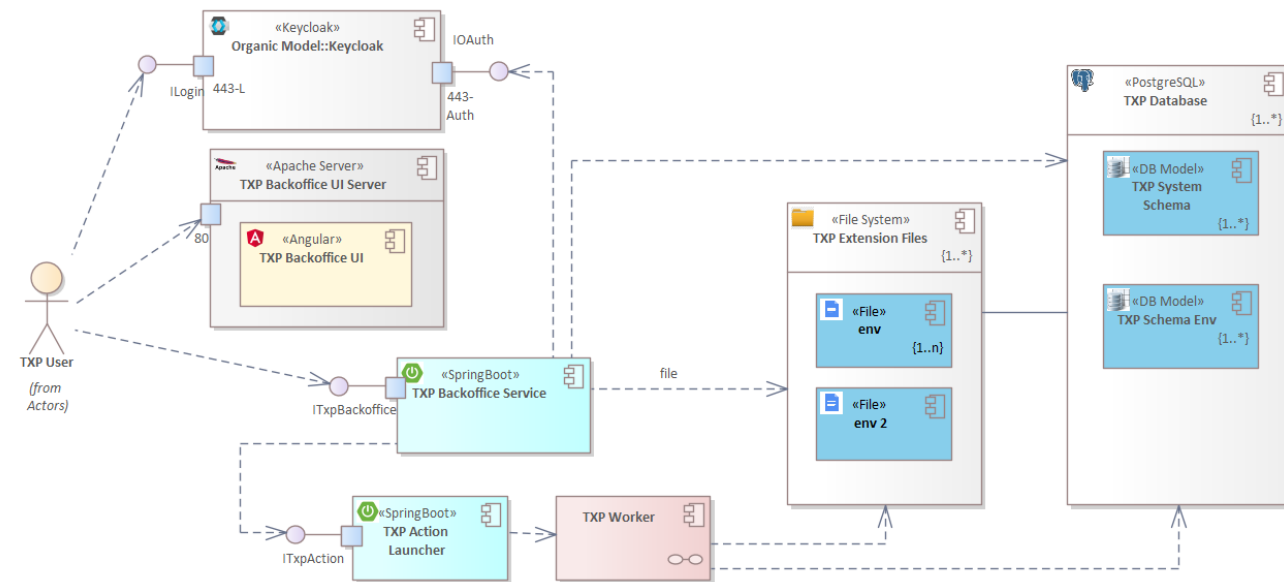
» Based on three third-party technical dependencies

- » Keycloak
- » PostgreSQL
- » PgBouncer

» Uses different components of Infinity

- » TXP Worker
- » TXP Backoffice Services
- » TXP Backoffice UI

» **Stored data:** SQL Database & Files (local or NFS)





TradeXpress Infinity Roadmap, V5 migration

**CHRISTOPHE VIRY,
PRODUCT MARKETING DIRECTOR**

TradeXpress Infinity 1.2, December 18, 2021

| | |
|---------------------|---|
| Architecture | <ul style="list-style-type: none"> • TradeXpress multi environment architecture |
| New UI | <ul style="list-style-type: none"> • Resumption of screens V5: Bplog archive, Archive, BPLog, Business Partner, ... • KPI preferences by user • Customer database management (database creation, PostgreSQL schema, ...) • Complete ActionLauncher syslog tasks |
| New features | <ul style="list-style-type: none"> • Traceability of actions on a message (who, what, when) • Multi-message consolidation/dependencies (EDI, ACK, etc.), display • Alarms icons: access to the last 10 alarms & base alarms |
| Connectors | <ul style="list-style-type: none"> • TLS 1.3 Connector (FTPS, HTTPS, SSL TLS, PESIT SSL) |
| Packaging | <ul style="list-style-type: none"> • User documentation (architecture, RTE, user guide, transport, installation, ...) • V5 / Infinity Migration Tools • Training Support |

**Become an early adpoter
TradeXpress Infinity**

**Test, deploy the solution in
preview**

**Participate in the prioritization
of future developments**

**Contact Christophe VIRY
cviry@generixgroup.com**



TradeXpress Infinity 1.3, march 18, 2022

| | |
|---------------------|---|
| Architecture | <ul style="list-style-type: none">• Deployment Infinity on GENERIX cloud and public cloud• TradeXpress Runner on PostgreSQL (RLS protocol deleted)• Endpoint transport outsourcing |
| New UI | <ul style="list-style-type: none">• Taking into account feedback from early adopters customers• Porting of the latest Business Governance screens (Security database, etc.) |
| New features | <ul style="list-style-type: none">• Taking into account feedback from early adopters customers• Creation of screens for a customer base (extended scope)• Alarm management, configure thresholds, alarm trigger parameters• Configure rythm, recipient list, sending mode according to alarm• Create a new alert category with editable parameters |

TradeXpress Infinity 1.3, march 18, 2022

| | |
|-------------------|--|
| Connectors | <ul style="list-style-type: none">• Integration of Probus Generix into the TradeXpress Infinity architecture• New OFTP2 connectors supported by GENERIX• New PESIT SSL connector supported by GENERIX• SAP Connectors (BAPI, Open Data) |
| Packaging | <ul style="list-style-type: none">• Full version training support• Full product documentation• Optimized V5 migration tools following early adoption feedback |

TradeXpress Infinity 1.4, juin 17, 2022

| | |
|---------------------|---|
| Architecture | <ul style="list-style-type: none">• High availability with multi-workers, allocation tasks• Multi-worker configuration, deployment• Scanner evolution• TXP Backbone evolution • Hybrid Cloud Architecture Services for on premise Clients |
| New UI | <ul style="list-style-type: none">• Consideration of CAB TradeXpress requests• TradeXpress Designer, UI evolution (stage 0) |

TradeXpress Infinity 1.4, juin 17, 2022

| | |
|---------------------------|--|
| New features | <ul style="list-style-type: none">• New administration & monitoring features (TBD cf backlog)• New Collaborative actions on messages (Assign a task, Error Mgt, Attach ...)• Cognitive Data Capture - OCR (cloud hybrid service)• Support RTE Java on TradeXpress Infinity Architecture |
| Connectors | <ul style="list-style-type: none">• Optimisation of PDF management, mixed format (Factur-X, Order-X, ...)• Improved governance API functions |
| Packaging Enablers | <ul style="list-style-type: none">• Enablers TBD• Third API maintenance |

TradeXpress Infinity 1.5, septembre 17, 2022

| | |
|---------------------|--|
| Architecture | <ul style="list-style-type: none"> • Autoscaling node on public cloud architecture |
| New UI | <ul style="list-style-type: none"> • New TradeXpress Designer, RTE C/Java generation (stage 1) • Redesign TradeXpress Modeler (stage 0) • Online mapping (SaaS) |
| New features | <ul style="list-style-type: none"> • Consideration of CAB TradeXpress requests • Probative archiving features (Cloud hybrid) • E-reporting & e-invoicing evolution (Cloud hybrid) • Generix Collaborative Network (cloud hybrid service) • Business Intelligence service (SaaS & cloud hybrid service) • Block Chain Connector |
| Connectors | <ul style="list-style-type: none"> • New EBICS T/TS connector, supported by GENERIX (e-banks integration) |
| Packaging | <ul style="list-style-type: none"> • TBD |

Generix and its partners support you for your migration projects

GENERIX Group

- » TradeXpress Professional Services offer, more than 50 expert consultants in France
- » Architectural consultancy, installations
- » Support services for your migrations : resumption of programs, RTE development, UAT, training, ...
- » Deployment, maintenance in operational condition, ...

Our Certified Partner

- » Implementation of a 2022 certification program on TradeXpress Infinity
- » A selection of 5 to 10 trusted partners, trained, assisted and certified by GENERIX
- » Over 100 TradeXpress Consultants



Pricing, sales packaging

- » **Pricing according edition selected**
- » **4 Editions (# workers, # messages/year)**
 - » Essential (1 active worker, 1 million messages)
 - » Business (1 active worker, 5 millions)
 - » Professional (2 active workers, 10 millions)
 - » Premium (4 active workers, 100 millions)
- » **Numerous connectors including on each edition : REST, JSON, SOAP, SMTP, POP3, FTP, SFTP, FTPS, E-FTP(S), HTTP, EDIINT AS1/AS2, OVT, ...**
- » **Discount in case of migration V5 to Infinity**

Including TradeXpress® Infinity licence

- TXP Worker (TXP Core, RTE Engine, Scanner, Runner)
- TXP Core (Send, Receive, Routing, Partner, Alarm, ...)
- TXP IAM (Keycloak)
- TXP PGBouncer
- TXP Database & TXP Extension Files
- TXP Backoffice Service & TDX Backoffice UI
- TradeXpress IAM (nécessite une licence Keycloak®)
- TradeXpress Backbone
- TradeXpress Modeler
- TradeXpress Designer (except on Essential)*



Démonstration 1.2 TradeXpress Infinity

03

Bruno HEUDE
Consultant Avant-Vente



Echanges & Conclusion

04

Philippe SEGUIN
Directeur BU France