B2BISCOM & MONTE DEI PASCHI DI SIENA ANNOUNCE A PARTNERSHIP TO ENHANCE DIGITAL SERVICES OFFER

AGREEMENT TO DEVELOP BUSINESS-TO-BUSINESS MARKETPLACES AND SERVICES

Milan, 12 November 2001 – **MPSnet**, the company in Italy's Monte dei Paschi di Siena banking group that provides digital services for business users, has signed an agreement with **B2Biscom**, the e.Biscom group company active in business-to-business e-commerce, to develop e-marketplaces through its portal. The agreement is part of the MPSnet strategy to focus on the development of services integrating technology and finance in order to encourage use of online markets and other digital services by the banking group's customers.

In particular, the partnership will provide companies with access to e-commerce services developed by B2Biscom, including:

- development of **marketplaces,**
- **online auctions,**
- **value services** for companies**.**

B2Biscom has already set up a marketplace for non-consumer goods trading which has been online for more than a year, with over 30,000 items of general merchandise, including office supplies, IT equipment and office furnishings.

"The agreement with the Monte dei Paschi di Siena group is a major step in the development of B2Biscom's strategy," said B2Biscom Chief Executive Officer Giuseppe Caruso. "It provides the companies of this leading bank group with access to one of the most complete offers in the business-to-business area, which has been designed to deliver value through services that resolve the complexities of the procurement process for organisations in the public and private sector."

"The agreement with B2Biscom is an important element in our digital business strategy to support companies looking for innovative hi-tech solutions," said MPSnet Chief Executive Officer Salvatore Amato. "It allows us to integrate B2Biscom's e-commerce platform with the digital and financial services offered by MPSnet and the Monte dei Paschi di Siena group."

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B2Biscom

Created in April 2000, B2Biscom's objective is to be a full-service partner to meet all the e-commerce needs of public- and private-sector companies. Its services are based on the creation of marketplaces, the supply of technology and consulting expertise to help customers create their own business-to-business e-commerce solutions and the delivery of ASP-based software. Through a dedicated division, B2Biscom also handles the development of e-commerce solutions for public administration. Today, it employs approximately 110 highly qualified staff who work in the technology, consultancy and project management sector. It is 99.8% owned by e.Biscom, and the management holds the remaining 0.2% stake.
www.b2biscom.it

MPSnet

MPS.net is a company in the Monte dei Paschi di Siena group, one of Italy's leading banking groups, with operations ranging from traditional banking to special loans, asset management, insurance activity and investment banking, with a particular focus on retail banking services for private savers and small/medium businesses (SMBs).

MPSnet S.p.A. was formed to provide customers with technologies and services on- and off-line. Its chief goal is to deliver a broad range of digital services to meet the needs of a variety of users (retailers, companies, government agencies) and thus to enhance the quality and range of the product and service portfolio of the Group as a whole. The current offer consists of digital tools to streamline and rationalise the entire supply chain, including training programmes, CRM systems, on-line procurement management systems and security systems. In the retail area, MPSnet provides digital services for consumers and professionals.

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