eBixtrade.it, the new B2B portal from the e.Biscom Group

The new marketplace established last October now offers enhanced services and content: an innovative business model designed to satisfy the needs of small and medium enterprises

Milan, March 20th 2001 – B2Biscom, the company of the e.Biscom Group that designs and manages business-to-business e-commerce solutions, has announced today the creation of **eBixtrade.it**, the portal designed to meet the needs of Italian small and medium-sized companies.

The operational core of eBixtrade.it is the marketplace. An electronic market launched last October 2000, accessible from the B2Biscom.it web site, and developed on Ariba's® technological platform (www.ariba.com) to enable businesses to buy and sell their products in a simple, direct and secure way. Security is one of the key characteristics of eBixtrade. To gain access to the site, businesses must comply with the general terms and conditions imposed by B2Biscom. B2Biscom guarantees the quality of all the companies allowed to operate on the site. Soon, all eBixtrade customers will be able to access commercial information and assurances about credit and transport.

eBixtrade.it has an innovative navigation system, based on a corporate structure: 5 areas, each representing a different function. Therefore the managers of the Administrative, Sales, IT, Purchases and Human Resources areas can easily access services and information relevant to their businesses. The offer of online services will progressively be enhanced to integrate online payment systems, logistics and delivery, and tools for managing electronic catalogues and selection of personnel. Shortly, the site will also feature e-learning solutions and new ASP software applications.

"The Marketplace, currently dedicated to non core goods like stationery, office furniture, telephony, computers and office equipment is specifically designed to enhance value - commented **Giuseppe Caruso**, B2Biscom's managing director – on behalf both of buyers and sellers. Our site is much more than a marketplace matching demand and supply. It is a virtual site where companies can save time and money in the management of the buying and selling process. We will soon announce the creation of vertical marketplaces to enhance our offer and transform eBixtrade into the B2B access platform for Italian businesses operating in all industry sectors".

Established in April 2000, B2Biscom aims at becoming an integrated partner able to meet all the needs in business-to-business e-commerce. Services include the establishment of marketplaces, the provision third parties with technology and consultancy necessary to implement their own marketplaces and the supply of ASP softwares. Thanks to its B2Lab division, B2Biscom also carries out investment-related operational and technological activities within vertical markets. Today, it employs 90 highly qualified collaborators operating in the technology, advisory services and project management areas. 99.8% of its capital stock is controlled by e.Biscom while 0.2% is divided into shares owned by the management.
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