

COMUNICATO STAMPA

Exprivia strengthens its presence in the Eastern Europe market by signing a commercial partnership with SIRMA BUSINESS CONSULTING to distribute CreditOnWeb the Exprivia's solution, managing the entire credit lending process.

30 March 2010 – Exprivia –a company specialized in design and development of new software technologies, listed on the Star segment of the Italian Stock Exchange - and Sirma Business Consulting – IT Consulting Company based in Sofia – have signed a commercial partnership for the distribution in the Bulgarian market of **CreditOnWeb**, the Exprivia's multilingual solution to support the process of credit lending.

CreditOnWeb support the whole process of credit lending: from the multifaceted collection of customer information up to the rating assessment, from the detailed definition of a credit application (in terms of requested loans and received collaterals) and the control of its workflow within the organization, up to the final approval stage.

The **CreditOnWeb** solution, already installed in primary financial institutions in Italy and in ten countries of the Central and Eastern European area, is able to effectively manage the analysis and the underwriting process for all customer segments, with specific functionalities dedicated to the Corporate segment such as modules for Economic Group assessment and Economic Sector Analysis. Moreover the solution could be easily integrated with the legacy system to avoid redundancies of information and functions.

The agreement with SIRMA fits into the strategy to strengthen the Exprivia Group's international presence and is part of a larger project for the expansion of Banking & Finance area through a network of partners in several European countries.

The competence on the specific business area and the expertise as system integrator of IT solutions for the banking market, together with the strong presence and good knowledge on the Bulgarian market, are the basic elements which led Exprivia to choose SIRMA as a highly qualified partner for distributing the **CreditOnWeb** solution in Bulgaria, country in which Exprivia already has UniCredit BulBank, as primary reference from 2002.

*"The partnership with SIRMA is a crucial step ahead in the strategy for strengthening the presence of Exprivia at the Eastern Europe market", declared **Domenico Favuzzi President and CEO of Exprivia**. "The joint activities of the two companies will help Exprivia to quickly expand its presence on Bulgaria, country in which it has become increasingly strategic for banks the quality control of the granted loans and speeding up the approval process".*

EXPRIVIA

Exprivia is a company specialized in design and development of new software technologies and the provision of IT services for banking and industrial markets for telecommunications services, healthcare and public administration.

At the moment the company is listed in the MTA on the Italian Stock Exchange via XPR element. The company employs a team of more than 1200 employees and associates located at their main headquarters of Molfetta (BA) and at Bari, Milan, Rome, Genova, Piacenza, Trento, Vicenza, Bologna and Madrid branches.

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SIRMA BUSINESS CONSULTING

Sirma Business Consulting (<http://www.sirmabc.com>) is a part of Sirma Group Holding (the biggest Bulgarian technological holding with 18 years of experience), specialized in the provision of consultancy services and IT solutions for the whole spectrum of the Banking and Financial operations. Sirma Business Consulting develops unique consulting business model in the area of Banking Systems, Retail Banking, Regulatory Compliance and Risk Management. 70 experts work in the Company, most of them having long-term experience in banks and financial institutions. Sirma Business Consulting collaborates actively with the leading companies in the industry and is a major partner on the Balkan Peninsula with Oracle Financial Services (i-flex Solutions). Sirma Business Consulting team has taken part in many implementations in almost all continents and their work is distinguished by a commitment to the problems of the customers, combining innovative approaches with proven technologies.

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