



## **PRESS RELEASE**

### **FRAMEWORK AGREEMENT SIGNED FOR ELECTRONIC BILLING SERVICES, USABLE BY APPROXIMATELY 200 DAFNE CONSORTIUM COMPANIES**

- The Dafne Consortium chooses Intesa Sanpaolo as its digital document management partner
- The transfer from printed management to electronic management of invoices will guarantee a considerable reduction in business costs for the companies
- The Intesa Sanpaolo solution is based on a simple, module-based architecture that interfaces with the company IT systems and covers all steps in the billing process
- Intesa Sanpaolo is providing advisory services to help companies in the implementation, testing, customisation and training stages of the new service
- Novartis Farma and Comifar Distribuzione are among the first companies in Italy to have adopted the paperless orders-billing system

*Milan, 19 May 2009* – **Intesa Sanpaolo** and the **Dafne Consortium** – the B2B community arising from cooperation between the pharmaceutical and interim distribution industries to **promote the use of direct electronic links and the adoption of common language standards among all players in the pharmaceutical supply chain** – have signed a framework agreement for the **provision of electronic billing services, usable by all the 200 or so company members of the consortium.**

The **Dafne Consortium**, during the definition stage of the framework agreement (which established the validity of electronic billing for administrative, accounting and tax purposes, along with the storage rules), **launched a new project** for the adoption of **digital document management**, which **resulted in choosing Intesa Sanpaolo as its servicing partner.**

**Intesa Sanpaolo**, acknowledging the need expressed by the Consortium for use of Dafne proprietary format software (EASY DAFNE), **implemented its own system** with integrated electronic management and full interface with documents that **cover the entire billing cycle**: from issue via the various channels available (printed, e-mail, electronic) to the creation of related collection and payment tools, from automatic invoice reconciliation to final document

archiving valid for tax purposes. The **service is based on a simple, module-based technology easily integrated with the IT systems of the individual companies.**

The transfer from a printed due and paid billing cycle to paperless solutions will allow Consortium members to achieve **considerable direct and indirect cost savings** in relation to administrative billing management.

Through this agreement, the **pharmaceutical industry** (whose key customers include local health authorities and hospital authorities) can also count upon a shared solution, already tested and ready-to-use as soon as the enactment decrees are issued calling for the compulsory use of **electronic billing** in relations with **Public Administration**, introduced in the 2008 Italian Finance Act as part of its efficiency improvement measures.

To encourage the adoption of electronic billing services, **Intesa Sanpaolo is offering advisory support to Consortium members during the implementation stage** (integration testing with company ERP systems, customisation and user training, also in e-learning mode). Following the success of testing completed over the last few weeks, the **pilot stage for Novartis Farma and Comifar Distribuzione**, among **the first companies in Italy** to adopt paperless document management at **business community** level, from issue of **electronic purchase orders** to issue of **electronic invoices** and related **regulatory record storage**, has already begun.

The rollout schedule envisages the entry into the business community of another two companies (**GlaxoSmithKline and Farcopa**) to complete the pilot stage, as a preliminary to extension of the service to all Consortium members.

*For information*

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