

## MOTORE ITALIA DIGITALE – Lines of action

The Motore Italia Digitale programme supports the digital transition of SMEs mainly through two lines of action, relating to:

### 1. DIGITAL EVOLUTION OF CUSTOMER AND SUPPLIER RELATIONSHIPS

With a view to fostering the digital evolution of customer relations, the opportunities offered by the **Inbiz portal** - for a fully digitalised management of the needs connected to commercial exchanges with customers and suppliers - and the innovative Digital acceptance solutions offered in collaboration with **Nexi** are part of this.

### 2. EVOLUTION OF THE COMPANY'S PRODUCTION PROCESSES

In order to support companies in taking advantage of the opportunities offered by the Transition 4.0 plan of the 2021 Budget Law, Intesa Sanpaolo has created some important partnerships, including those with:

- Tinexta Group  
the agreement with the Tinexta Group involves a partnership with Forvalue to support the development of Italian SMEs on their growth trajectory with multidisciplinary services aimed at bridging the digital divide and strengthening their presence on the Web
- TIM Group and Google Cloud  
signed at the end of 2020, the agreement with TIM Group and Google Cloud, dedicated to accelerating the Group's digitalisation and the Country's innovation, will make it possible to offer business customers services based on digital infrastructure, such as ultra-wideband, cloud, chatbot and artificial intelligence solutions, collaboration tools and Internet-of-Things solutions
- Forvalue  
Thanks to the partnership with Forvalue, companies will be able to benefit from advice, solutions and services to mitigate cyber risks, an area of attention for the digital transition of companies

In addition, the companies that join the Motore Italia Digitale programme will be able to benefit from the **intragroup synergies with Intesa Sanpaolo Formazione**, with which customers will be able to develop and strengthen their digital skills, and with the **Insurance Division**, thanks to which they will be able to avail themselves of solutions created by Intesa Sanpaolo Assicura to protect corporate assets and company solidity from cyber attacks, according to formulas that are unique on the insurance market.

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