

## Italian subsidiary established

# crossgate is building the largest transaction network in Europe

*Starnberg, September 13<sup>th</sup> 2006 – Starnberg-based crossgate AG (formerly indatex), already the fastest-growing company in the EDI industry and the “go-to” provider for a new cutting-edge service, is becoming increasingly international. The company officially opened its first foreign subsidiary on 7 September in Milan, Italy. crossgate Italia S.p.A. is currently being set up and managed by Antonio Brissa (36), who has worked for crossgate AG in Germany since 2003 and was most recently employed as Director of Supply Chain Event Management (SCEM). Brissa, who is well-known for his profound knowledge of the Italian market, has extensive experience in EDI, cross-company business processes and IT sales.*

Brissa’s powerful core team of seasoned Italian EDI experts will systematically expand crossgate Italia’s operations in Italy around a nucleus of major customers such as Brembo and FIEGE Italia.

“We need a strong presence in the Italian market to attain our long-term company and growth targets for Europe. crossgate’s vision for the standardized processing of essential data and business processes has won the hearts and minds of more than 300 customers, not to mention tens of thousands of business partners. Even Gartner has ranked crossgate at the top of the market for transaction-based data interchange services. We’re pleased to have Antonio Brissa on board – a general manager with the right experience to successfully market our services in Italy,” explains Stefan Tittel, Managing Director of crossgate AG.

“Italy is a highly attractive sales market for our wide-ranging on-demand approach in the EDI industry and beyond. In Italy, small and medium-sized businesses are very pragmatic about IT. They simply focus on the ROI and the value added by the IT function. That means our no-capex business model is perfect for their needs,” says Antonio Brissa, adding: “We’re delighted to count Brembo as our customer, as it’s one of the most prestigious companies in Italy.”

## **crossgate Italia’s address is:**

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